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VOL. XXXVII 431 S. Dearborn St., Chicago, Ill., September 15, 1918. NO. 3

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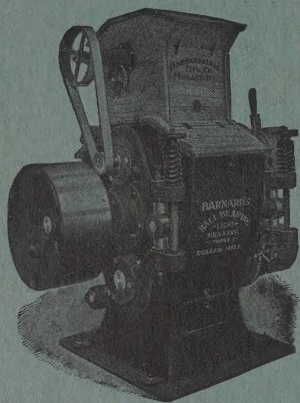
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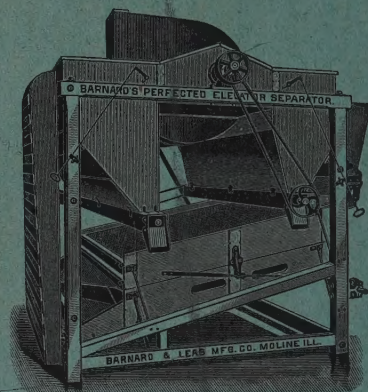


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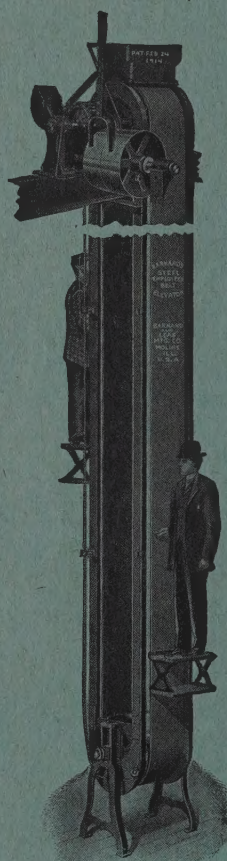
*No need to look farther*



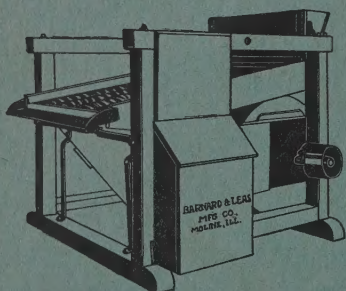
Feed Grinders  
Grain Cleaners  
Oat Clippers  
Oat Separators  
Corn Shellers



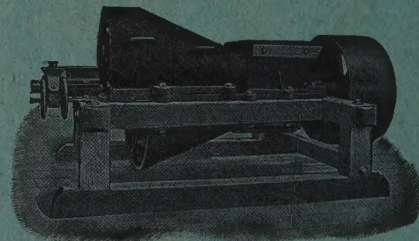
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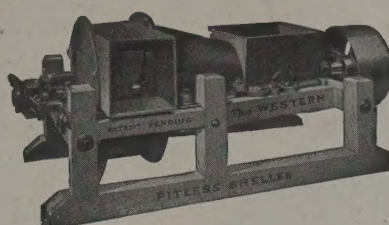


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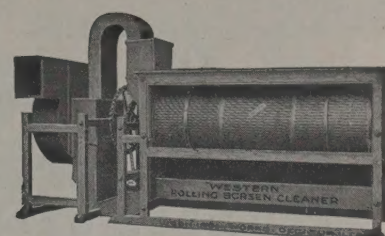




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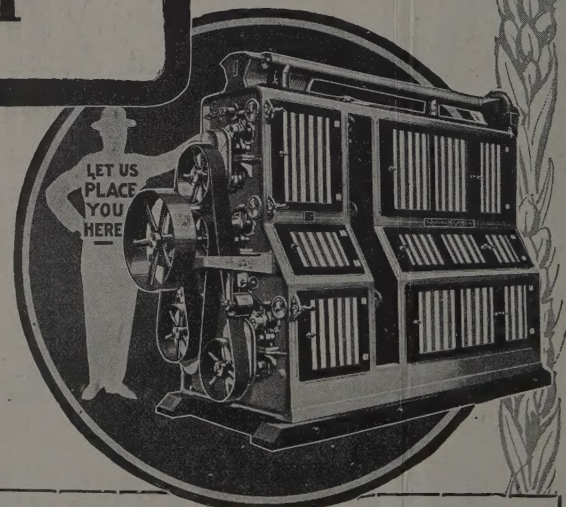
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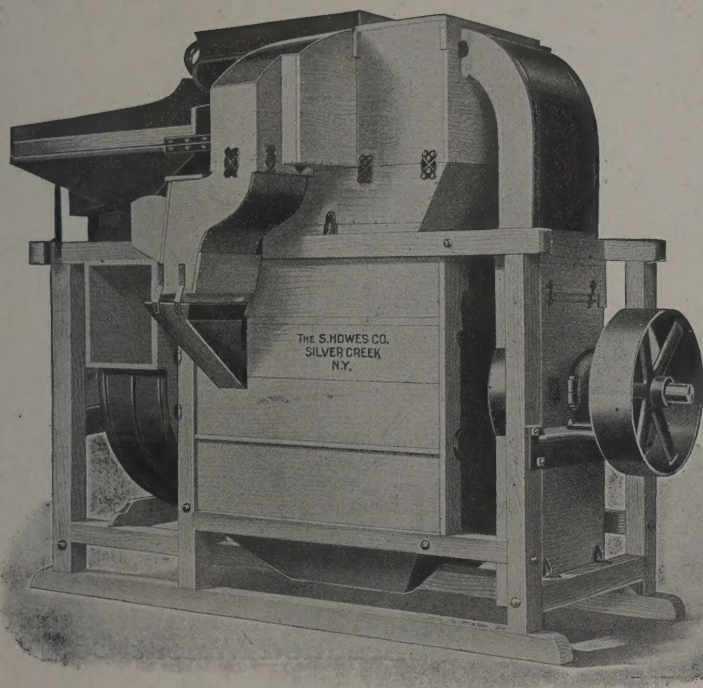
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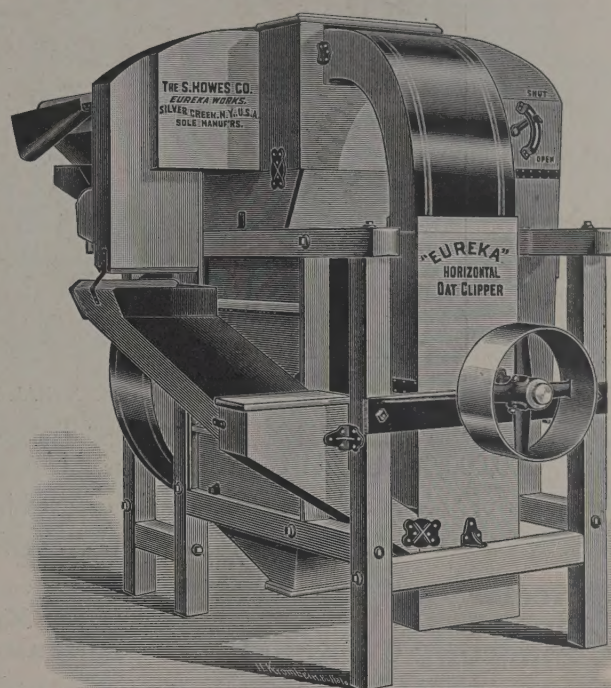
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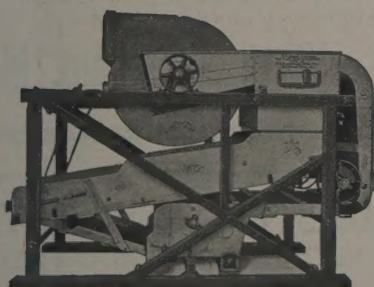


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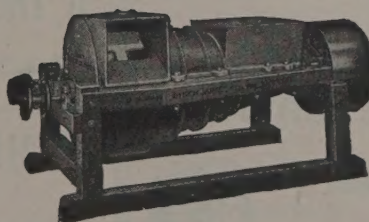
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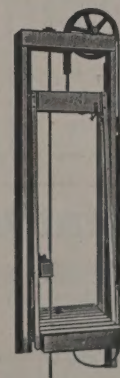
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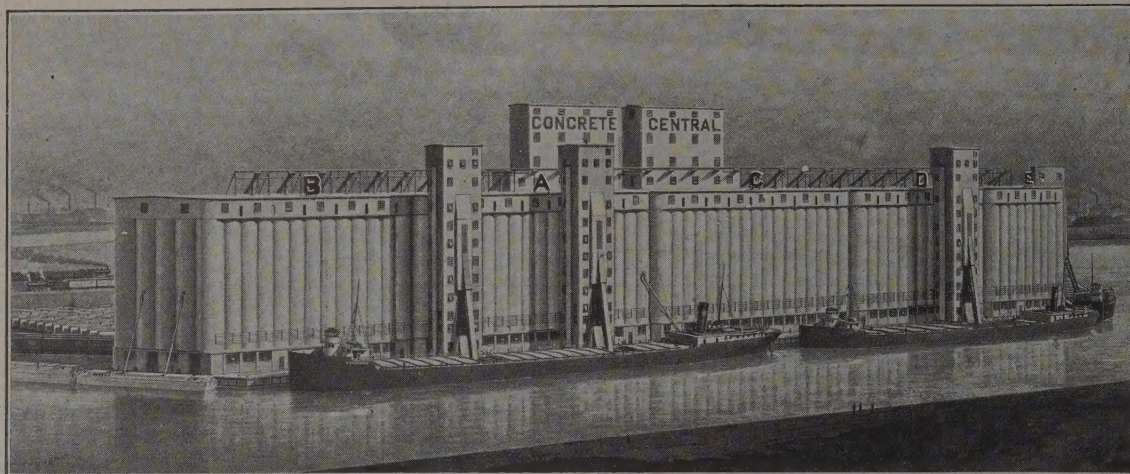
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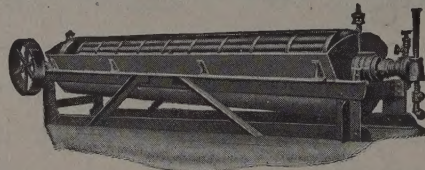
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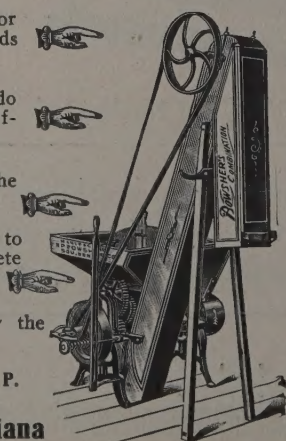
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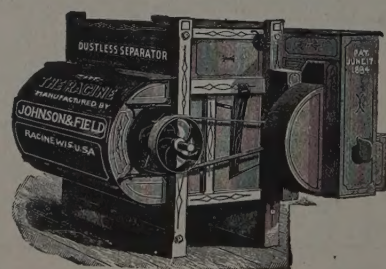
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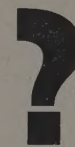


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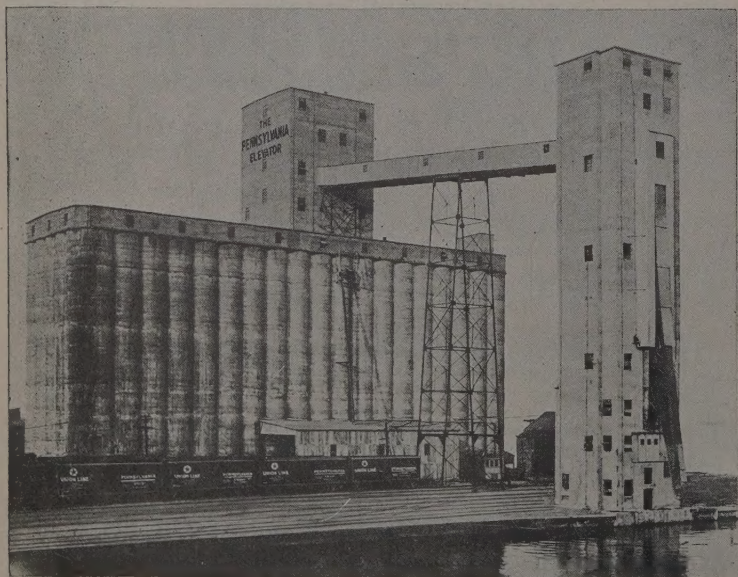
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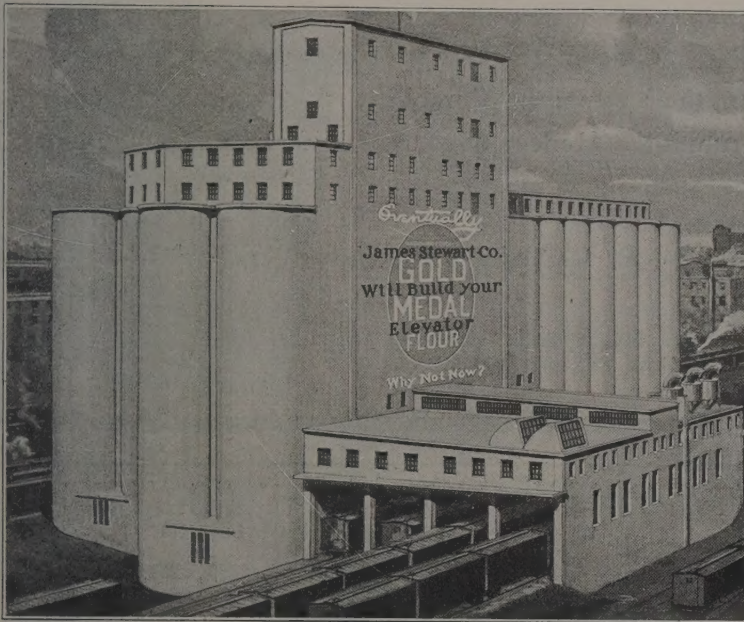
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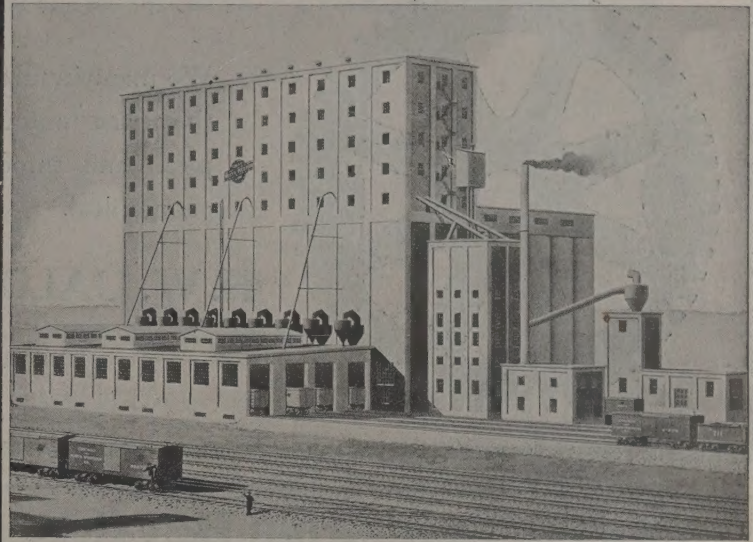
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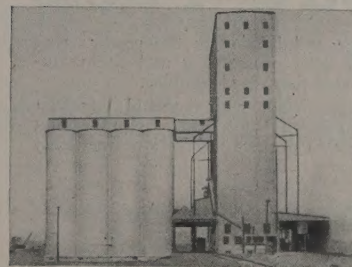
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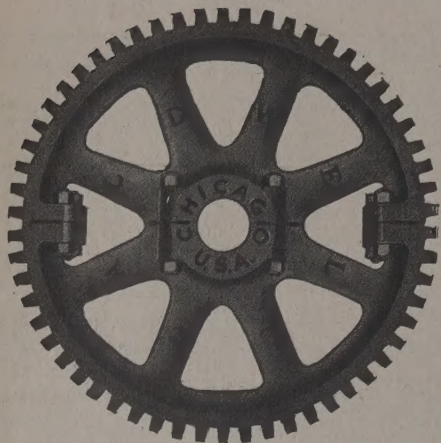
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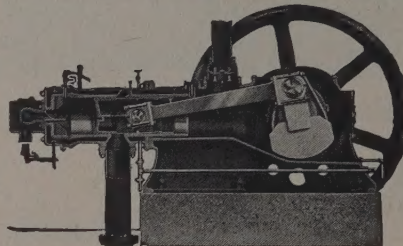
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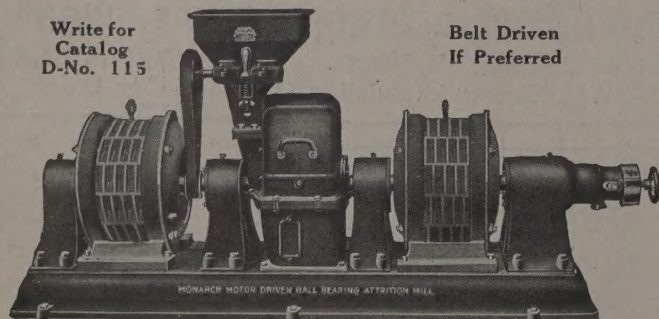
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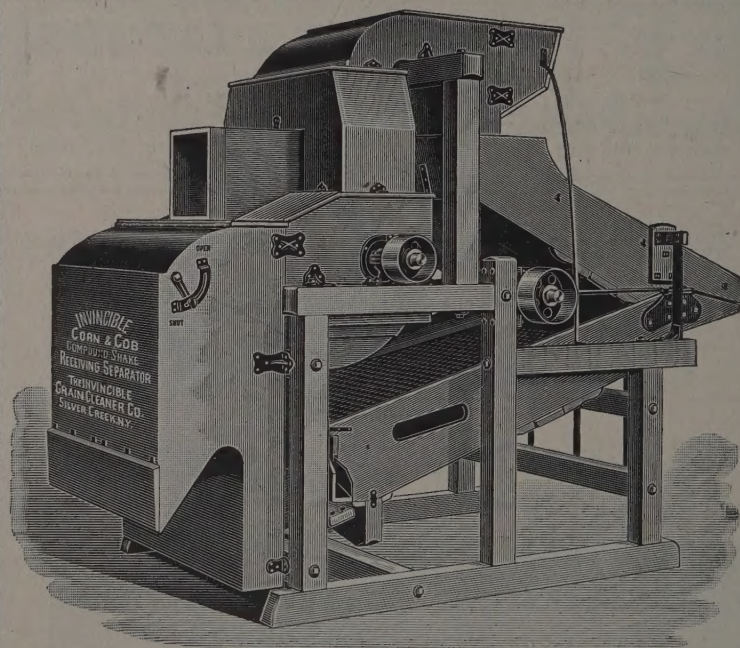
Belt Driven  
If Preferred

The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

**SPROUT, WALDRON & CO.**

Main Office and Works, MUNCY, PA. P. O. Box 320  
Chicago Office: No. 9 South Clinton Street



Used in Obtaining a Thorough  
Separation of Corn and Cobs

Its equal has never been produced

Ask for Bulletin No. 23

**Invincible Grain Cleaner Co.**

Silver Creek, N. Y.

Service and Sacrifice---Bound to Win.



# WE HAVE THE GOODS!

## We Are Not Desk Merchants



This company was founded in 1840—seventy-eight years ago. Our commercial experience has enabled us to perfect an organization for the assembly and sale of merchandise ranking with the highest in this country.

We have right now in our Chicago warehouses a stock of goods surprisingly complete, all things considered. The full list is described and illustrated in our 1100-page Catalog No. 110—a most timely book for the man who does the buying.

You can open the way to an additional warehouse, access to which may be the means of enabling you to keep your production up to schedule.

**Address Dept. 23**

Air Compressors  
Awnings  
Belting  
Blacksmiths' Tools  
Boilers  
Boiler and Engine  
Room Supplies  
Bolts  
Carpenter Tools  
Chain

Contractors' Eq'm't  
Cordage  
Cotton Duck  
Derricks  
Electricians' Tools  
Engines  
Fire Fighting Eq'm't  
Flags  
Foundry Supplies  
Grain Elevator Supplies

Hoisting Engines  
Hose  
Machine Shop Eq'm't  
Machinists' Tools  
Marine Eq'm't  
and Hardware  
Mill Supplies  
Nails  
Nuts  
Oils

Packing  
Paints  
Paving and  
Cement Finishing Tools  
Pile Drivers  
Pipe  
Pipe Fittings  
Plumbers' Supplies  
Pumps  
Railroad Supplies

Roofers' Supplies  
Rubber—Oiled Clothing  
Ship Builders Eq'm't  
and Tools  
Screws  
Tackle Blocks  
Tents  
Well Diggers' Tools  
Winches  
Wire Rope

## GEO. B. CARPENTER & CO 440 NO. WELLS ST. CHICAGO

**Beall**  
THE MARK OF QUALITY

## Warehouse and Elevator Separators Are the Result of Years of Experimentation

**B**Y constantly and unflinchingly adhering to the higher building ideals, Beall Separators have been scientifically perfected and are today giving the utmost satisfaction. Their simplified construction gives greater accessibility, which means greater economy of upkeep and operation. This fact is evidenced by the most authoritative nation-wide endorsement of their efficiency.

Send for our Booklet on Grain Cleaning.

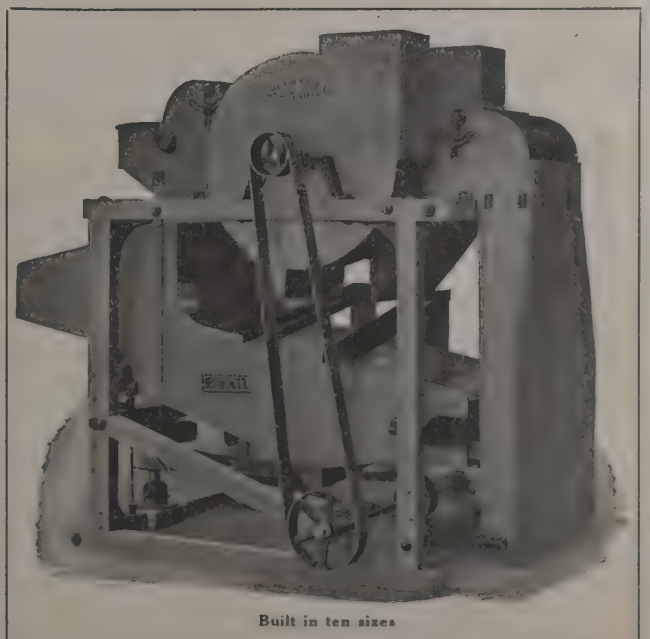
## The Beall Improvements Co.

(Incorporated)

Decatur

:::

Illinois



Built in ten sizes



## To the Seed Trade!

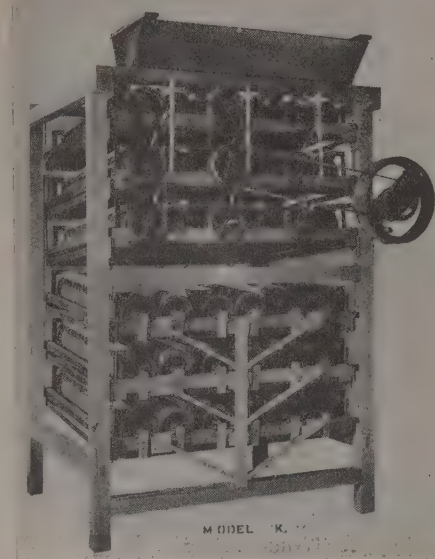
After eight years of experience and close attention in our own seed cleaning house and other seed cleaning houses in separating Buckhorn and Rape from Clover Seed and Alfalfa we have developed and are now manufacturing

### The Improved KING

#### Buckhorn Machine

which we declare Perfectly Practical and Practically Perfect in its work. The shortening of the reels to four feet has increased its cleaning efficiency 100 per cent and reduces the floor space requirement so essential in any work house.

The small horsepower necessary due to the center drive feature, the individual feed arrangement, the seed delivery to one central spout, the principal of cleaning, the simplicity in construction, minimum wear and the capacity and quality of the work governed by the incline of the rails makes the machine a necessity in every plant where seed cleaning is done.



Write today for a "King" booklet describing fully the merits of this machine. Do it now.

**KING MANUFACTURING CO.**  
NORTH VERNON, IND., U. S. A.

## Notice to Policy Holders

One reason why you should exercise unusual care and diligence in protecting your property against fire is the delay and difficulty you would have in securing repairs or rebuilding owing to War Conditions.

LET US HELP YOU WITH OUR SERVICE ON ALL KNOWN HAZARDS.

### Mutual Fire Prevention Bureau OXFORD, MICHIGAN.

#### REPRESENTING:

Millers National Insurance Co., Chicago, Ill.	Mill Owners Mutual Fire Insurance Co., Des Moines, Iowa.
Western Millers Mutual Fire Insurance Co., Kansas City, Mo.	The Millers Mutual Fire Insurance Co., Harrisburg, Pa.
Ohio Millers Mutual Fire Insurance Co., Canton, Ohio.	Texas Millers Mutual Fire Insurance Co., Fort Worth, Texas.
Pennsylvania Millers Mutual Fire Ins. Co., Wilkes-Barre, Pa.	Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.

## The Corn Exchange National Bank

OF CHICAGO

Capital	\$3,000,000.00
Surplus	5,000,000.00
Undivided Profits	2,354,549.18

### OFFICERS

ERNEST A. HAMILL, President  
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J. EDWARD MAASS, Vice-President  
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EDWARD F. SCHOENECK, Ass't Cash.  
JAMES A. WALKER, Ass't Cashier

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FRANK W. SMITH, Secretary  
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NORMAN J. FORD, Ass't Cashier  
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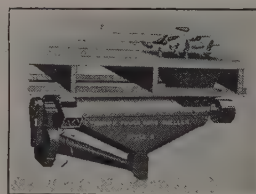
### UNITED STATES DEPOSITARY

Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited



### NO WOOD IN TRIUMPH CORN SHELLERS

Triumph Corn Shellers are built, entirely of iron and steel. There is no wood to warp or crack. They are built for endurance for hundreds of them have shelled corn for twenty years and more and are still going strong.

If you want a dependable sheller—get a Triumph. It will pay. Bulletin upon request.

C. O. BARTLETT & SNOW CO.  
Cleveland, Ohio

C5

### Transit Leaks

are unknown to the grain shippers who use

## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof. Cheap—Modern—Profitable. Write now for particulars.

THE KENNEDY CAR LINER & BAG CO.  
Shelbyville, Indiana, U. S. A.

LOOK AT your metal work—and repaint at once if needed with

## Dixon's Silica Paint Graphite

because you will find it costs less per year of service. Never buy protective paint on "lower price per gallon" arguments. "Lower price per year of Service" is the logic which wins out for Dixon's Silica-Graphite Paint. It has a world-wide reputation of over Fifty years. Made in First Quality Only. Send for Booklet No. 17-B.

Made in Jersey City, N. J., by the  
JOSEPH DIXON CRUCIBLE CO.

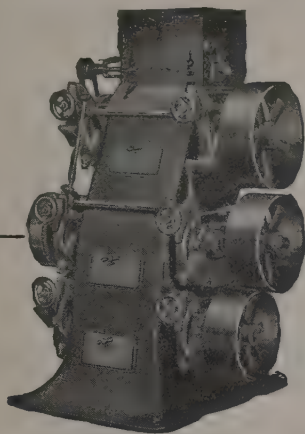
ESTABLISHED 1827



**GIBBS' PATENT DUST PROTECTOR**  
is invaluable to operatives in every industry where dust is troublesome, affording perfect protection with perfect ventilation. Thoroughly tested for many years in every kind of dust. Nickel-plated protector \$1.25. Canada \$1.50, post paid. Circulars free.

GIBBS RESPIRATOR CO. "B"  
246 N. Forest Ave., River Forest, Ill.





## You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

## N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

# Nordyke & Marmon Co.

"Food Will Win the War"  
INDIANAPOLIS, IND.

Established 1851

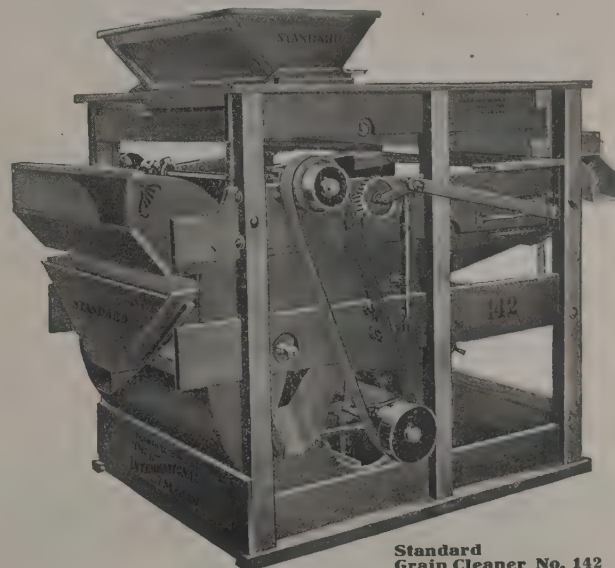
Ask for  
Catalogs  
on any  
Equipment  
you need

America's Leading Mill Builders



## A Standard Cleaner in Your Elevator This Year Will Assure Standard Grades.

THIS No. 142 Standard Grain Cleaner is especially valuable as a small receiving separator, requires little power, is easy to install, is a moderate-priced machine, will make your wheat grade equal to any, and better than many, and is an example of war-time economy. It contains valuable improvements, fully protected by patents, and should form part of the equipment of every grain elevator.



Standard  
Grain Cleaner No. 142

Write today for our illustrated booklets before deciding on your new equipment. It will mean money in your pocket this year.

INTERNATIONAL MFG. CO.

CRESTLINE,

OHIO

## Over Fifty Emersons

in use by

The U. S. Grain Standardization Bureau

Over 50 Emerson Wheat Testers, or Emerson Kickers, as the Government officials call them, are found in the different laboratories and inspection departments of the U. S. Grain Standardization Department. They are being recommended to the milling and grain trade by the Government officials as the most satisfactory device or machine for determining the actual amount of dockage in each sample of wheat.

**Guess Work a Thing of the Past in Grading Wheat**

The Emerson makes an absolute perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. Eliminates all guess work. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with the Emerson Tester or Emerson Kicker.

### Over 8,000 Emersons In Use

Any number of elevator companies are using from 25 to 50 Emerson Kickers and from that on to 250, depending upon the number of elevators they operate. Hundreds of smaller elevator companies and mills are using from 1 to 5 machines. In addition there are hundreds of flour mills, state grain inspection departments, commission houses, grain buyers, boards of trade and U. S. Grain Standardization Bureau all using Emerson Kickers for determining dockage in wheat.

### The Emerson Guarantee

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of milling and elevator companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.

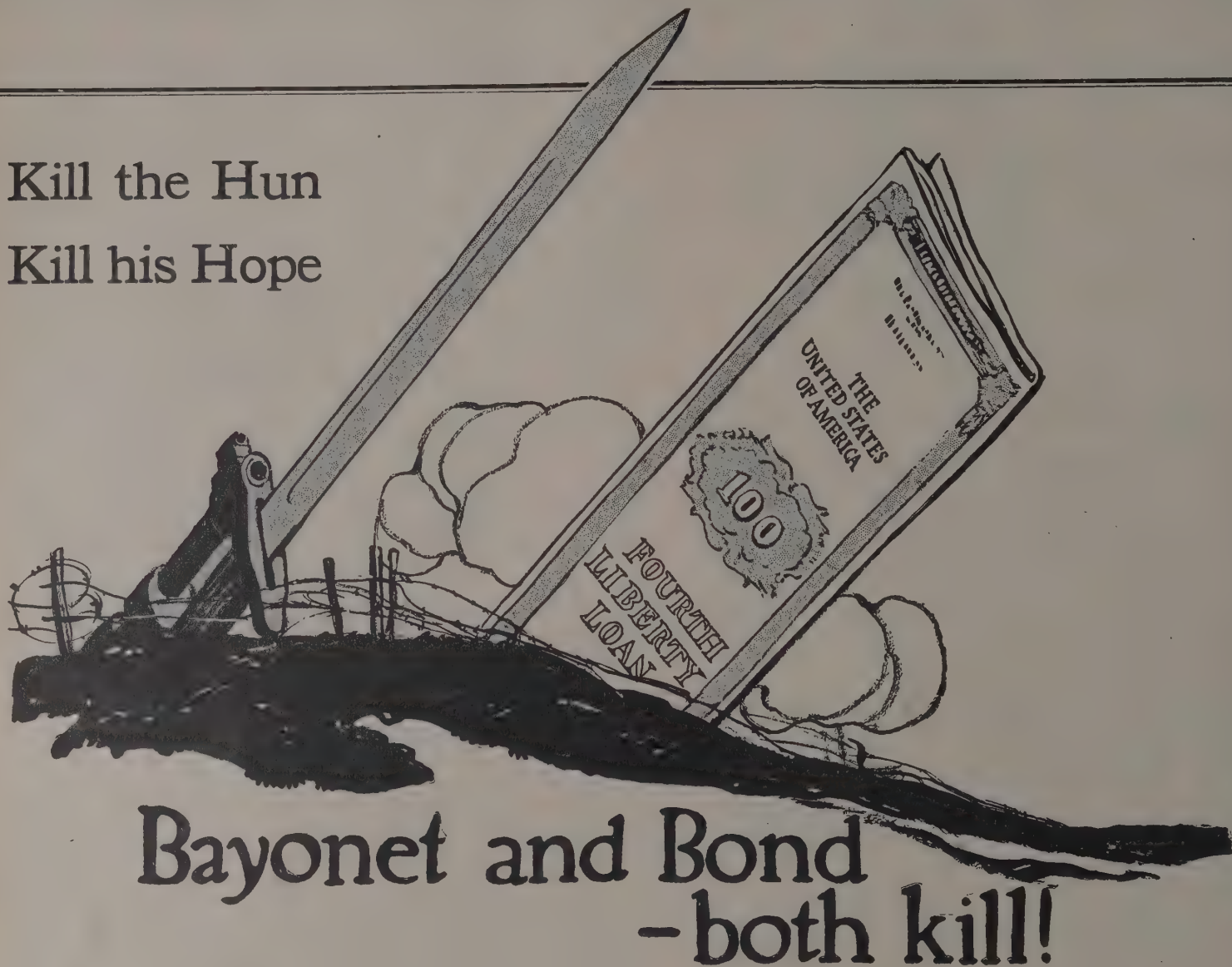


W. H. EMERSON & SONS  
Detroit, Mich. : : Windsor, Ont.

PACIFIC COAST AGENTS:  
J. J. Ross Mill Furnishing Co., Portland, Oregon.  
J. J. Ross Mill Furnishing Co., Seattle, Wash.



Kill the Hun  
Kill his Hope



## Bayonet and Bond —both kill!

ONE KILLS the Hun, the other kills his hope. And to kill his hope of victory is as essential right now as to kill his fighting hordes. For while hope lasts, the Wolf of Prussia will force his subject soldiers to the fighting line.

We have floated other loans, built a great fleet of ships, sunk pirate submarines, sent our men across and shown the Kaiser's generals what American dash and grit and initiative can do. The Hun has felt the sting of our bullets and the thrust of our bayonets.

He is beginning to understand America Aroused—to dread the weight of our arms and energy.

This is a crucial moment. Nothing can so smother the Hun morale, so blast his hopes, as a further message from a hundred million Freemen, a message that says in tones that cannot be misunderstood, "Our lives, our dollars, our ALL. These are in the fight for that Liberty which was made sacred by the sacrifices of our forefathers."

### Buy U. S. Government Bonds Fourth Liberty Loan

Contributed through Division of Advertising



United States Govt. Commission on Public Information

This space contributed for the Winning of the War by

"AMERICAN ELEVATOR and GRAIN TRADE"



# CINCINNATI'S

## Hay Receipts Increase 100%

The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

### Hay Plugging System

a method of inspecting each and every car handled in this market

Best for the Shipper

Best for the Buyer



GWYNNE BUILDING  
New Home of the Cincinnati Grain & Hay Exchange.

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.

**When shipping or buying that next car of hay try any of the following firms of the**

## Cincinnati Grain & Hay Exchange

Blumenthal, Max

Brouse-Skidmore Grain Co., The

Cincinnati Grain & Hay Co., The

Cleveland Grain Co., The

De Mollet Grain Co.

Dorsel Co., The

Early & Daniel Co., The

Eikenberry-Fitzgerald Co., The

Fitzgerald Bros. Co., The

Gale, A. C., Grain Co., The

Gowling, Alfred

Granger, Dan B., & Co.

McQuillan & Currus

Maguire & Co.

Mutual Commission Co., The



# THE MILL BEHIND

# Ankorite

## STEEL DRIVE POSTS

**Ankorite**  
STEEL FENCE POSTS

### From the Mill Direct to You

Ankorite posts are manufactured and guaranteed by one of the largest concerns of its kind in the country. That means protection to every dealer taking up their sale and co-operation in the broadest sense of the word; it means positive assurance of a high quality of product and effective sales promotion—a policy of working with the dealer and for the dealer handling Ankorite posts.

**The Ankorite is the Post  
Supreme — Its Exclusive  
Sale is a Valuable Asset**

The demand for good steel fence posts —Ankorite posts—was never greater than it is right now. Present conditions make the conservation of man power an absolute necessity. Farmers and landowners everywhere want Ankorite posts because the digging of holes is eliminated and they are able to build a better fence at a lower cost and at a considerable saving of time and labor.

*Write for New Catalogue and Sales Proposition*

**CALUMET STEEL CO.**

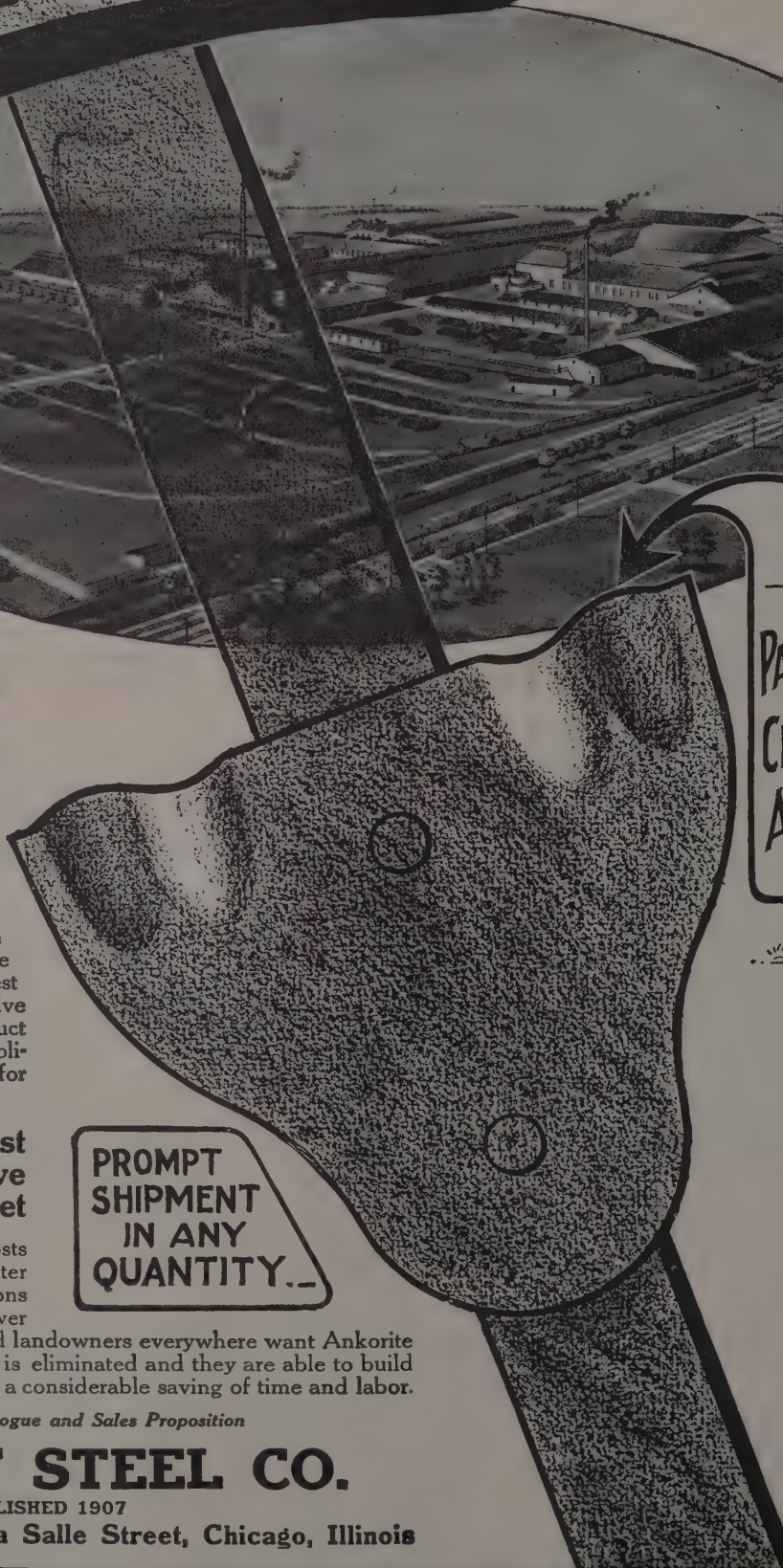
ESTABLISHED 1907

Dept. 20

208 S. La Salle Street, Chicago, Illinois

**PROMPT  
SHIPMENT  
IN ANY  
QUANTITY.**

—THE  
PATENTED  
CRIMPED  
ANCHOR





**Good Service**

**Quick Returns**

**CAIRO**

**Central Location  
Official Weights and Inspection**

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**Members Cairo Board of Trade**

H. S. Antrim & Co.  
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Samuel Hastings Company  
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Magee-Lynch Grain Company  
Pink & Co.  
Roberts Cotton Oil Company  
Thistlewood & Co.



# Tropical

## Tropical Elastikote

Elevator men the country over are the most enthusiastic believers in the high quality and superior durability of Tropical products. Exposed continuously to the terrific punishment administered by the wind, sun and rains of summer and the wild storms of winter, elevator exteriors of necessity must be provided with a covering of superbly enduring qualities. Tropical Elastikote has proven supremely efficient on elevator exteriors from coast to coast. Supplied in sixteen different shades.

**Tropical Paint & Oil Co.**  
CLEVELAND, OHIO



### B & P SPECIAL ENAMEL

is another Tropical product which we recommend for elevator interiors. As a fire retardant it is especially fine. Dries hard and is thoroughly non-absorbent.

A. C. HARTER PRESIDENT

JEWELL HARTER SECRETARY

### SEDALIA MILLING COMPANY

QUOTATIONS SUBJECT TO  
CHANGE WITHOUT  
NOTICEORDERS SUBJECT  
TO OUR  
CONFIRMATION

**WHEAT**  
HIGH GRADE SOFT  
WINTER WHEAT  
**FLOUR**  
CABLE ADDRESS SEMICO  
ROBINSON'S CODE

Member

Missouri Grain Dealers Association.

United States Food Administration.  
License No. G-35095

THE HOME OF BLUE BARREL FLOUR

SEDALIA, MO. June 29, 1918.

The Tropical Paint & Oil Co.,  
Cleveland, Ohio.

Gentlemen:

The barrel and one half of Elastikote which we bought from you proved the most satisfactory paint that we have ever used and we have been in business at Sedalia for 38 years and have been buying paint ever since we went in business. We thank you for interesting us in this excellent paint.

Respectfully yours,

ACH/HA

SEDALIA MILLING COMPANY.

### COUPON TROPICAL PAINT & OIL CO., CLEVELAND, O.

Gentlemen:

Send us complete details about:

- (1) TROPICAL Elastikote. Surface to be covered \_\_\_\_\_ sq. ft.
- (2) TROPICAL B & P Special Enamel. Surface to be covered \_\_\_\_\_ sq. ft.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Inquirer \_\_\_\_\_





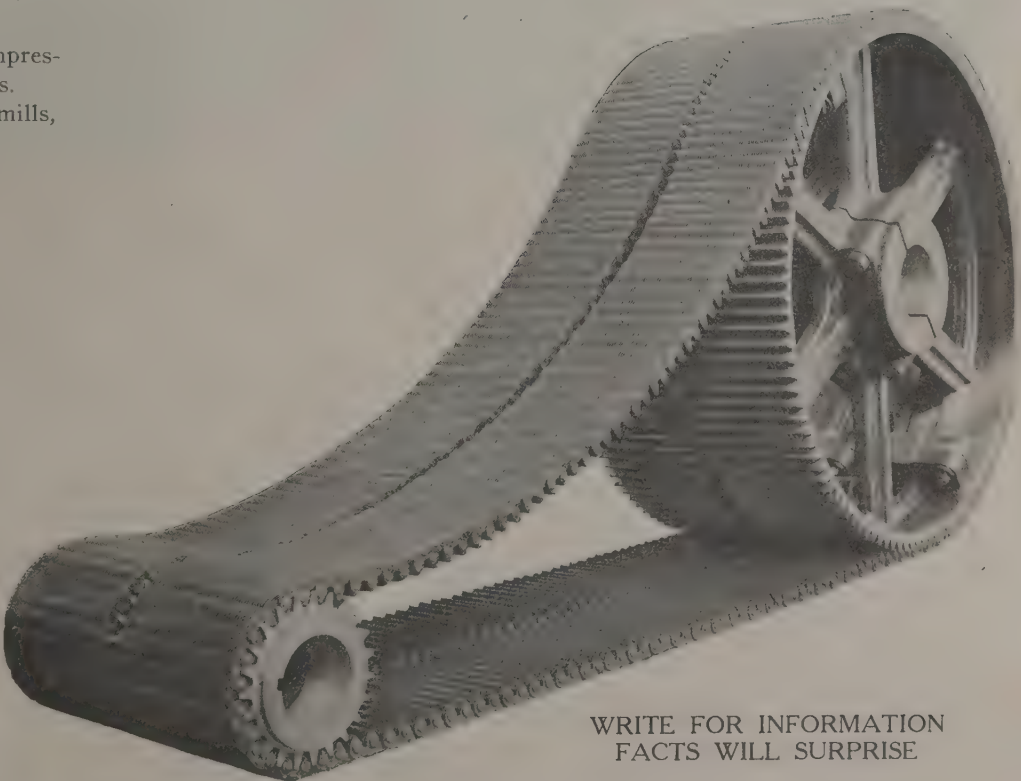


**“Serve Together”**  
**The Morse Chain Is Serving—**

- On Submarines: By driving the oil pumps, and by operating the steering and diving controls.
- On Warships: By operating gun rammers, the turret turning mechanism, and the ammunition hoists.
- In Arsenals and Forts: By operating big guns, and by driving lineshafts and machine tools.
- At Panama: By operating the safety gate hoists at the locks.
- In Mines: By driving pumps, compressors, blowers, fans and conveyors.
- In Steel Plants: By driving rolling mills, wire drawing benches, machine tools, etc.
- In Industrial Plants Everywhere (producing Munitions, Guns, Ships, Airplanes, Nitrates, Textiles, Foodstuffs, etc.): By driving machines and lineshafts.

Think of the loss which an inefficient and unreliable partner in industries like these would entail! The Government selects the surest, most compact, and most highly efficient power transmission obtainable as its productive partners.

**A Chain for Every Purpose**





WRITE FOR INFORMATION  
FACTS WILL SURPRISE

Let us have your general layout and design a chain drive to suit the special existing conditions.

**MORSE CHAIN COMPANY,**  
*Morse Engineering Service*

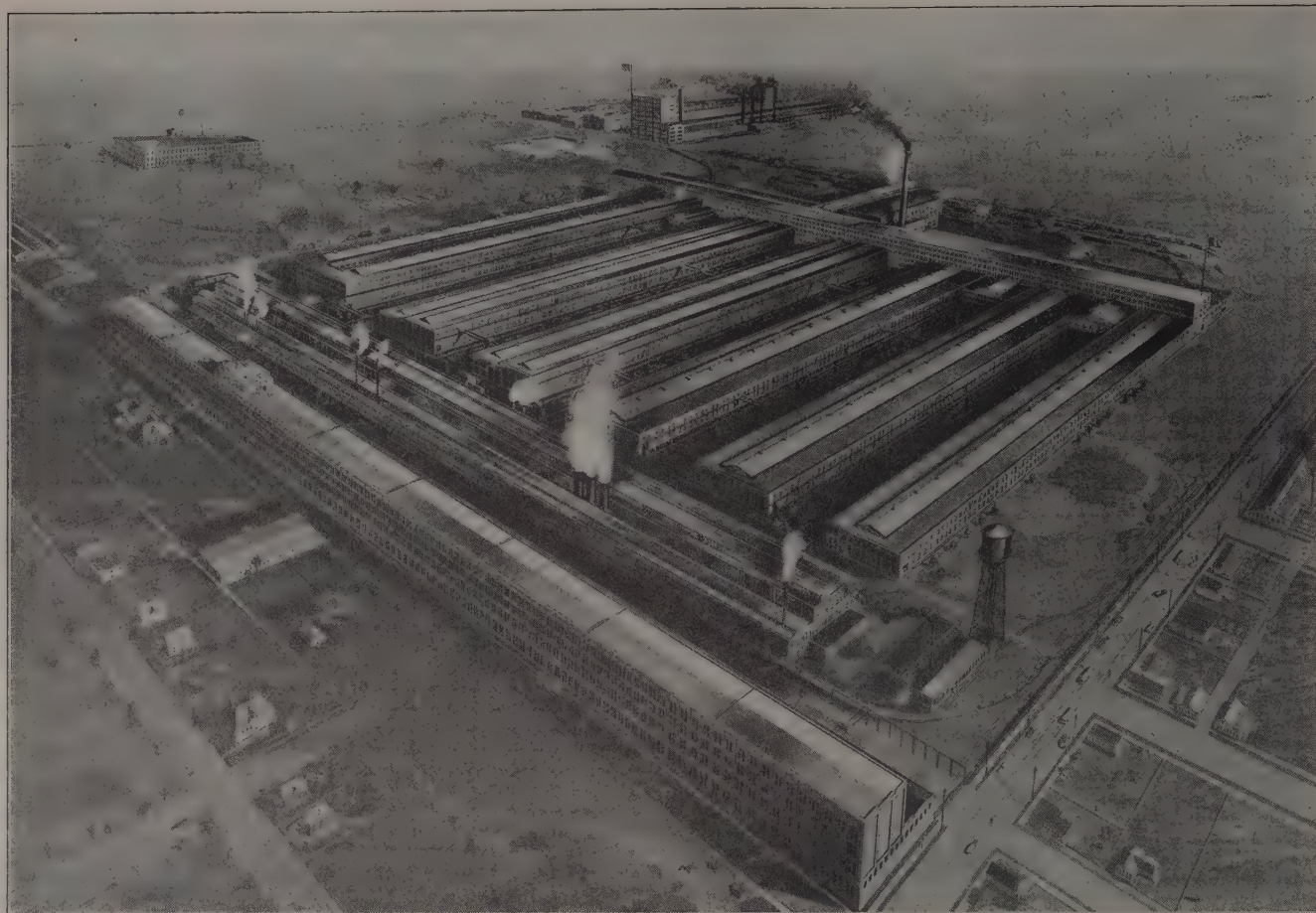
**LARGEST MANUFACTURER OF  
SILENT CHAINS IN THE WORLD**  
**ADDRESS NEAREST OFFICE**  
*Assistance Without Obligation*

**ITHACA, N. Y.**

	<div><div>BOSTON, MASS.....141 Milk Street</div><div>CHICAGO, ILL.....Merchants Loan &amp; Trust Bldg.</div><div>CLEVELAND, OHIO.....421 Engineers Building</div><div>DETROIT, MICH.....1003 Woodward Avenue</div><div>GREENSBORO, N. C.....805 Ashboro Street</div><div>NEW YORK CITY.....50 Church St., Hudson Terminal Bldg.</div><div>PITTSBURGH, PA.....Westinghouse Building</div><div>SAN FRANCISCO, CAL.....Monadnock Building</div></div>	<div><div>ATLANTA, GA.....Earl F. Scott, M. E., 702 Candler Building</div><div>CANADA.....Jones &amp; Glassco, Regis'd, Montreal, St. Nicholas Bldg.</div><div>.....Toronto, Traders' Bank Bldg.</div><div>KANSAS CITY, MO.....Morse Engineering Co., R. A. Long Bldg.</div><div>MINNEAPOLIS, MINN.....Strong-Scott Mfg. Co., 413 Third St. S.</div><div>ST. LOUIS, MO.....Morse Engineering Chemical Building</div><div>LICENSEES FOR EUROPE AND EASTERN HEMISPHERE</div><div>.....The Westinghouse Brake Co., Ltd., 82 York Road King's Cross,</div><div>.....London, N.</div></div> <div></div>
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MORSE DRIVES INSURE PROFITS AGAINST COMPETITION





WEST ALLIS WORKS OF ALLIS-CHALMERS MANUFACTURING COMPANY, MILWAUKEE

## RELIABLE MOTOR EQUIPMENT

Reliable Motors are essential to efficient elevator operation.

Allis-Chalmers Motors have an established reputation for reliable service, based on many years use in all kinds of industrial plants.

They are used exclusively in many of the largest terminal elevators of the country as well as in numerous smaller plants.

The fact that Allis-Chalmers motors are selected by leading elevator engineers and contractors is their best recommendation.

The following Milwaukee elevators are equipped with Allis-Chalmers Motors:

Chicago and Northwestern Railway (Updike Grain Co.)

Chas. A. Krause Milling Co.

Daniel B. Weschler & Sons    The Kurth Malting Co.

Jos. Schlitz Brewing Co.

Let Us Figure on Your Requirements

# ALLIS-CHALMERS

Milwaukee, Wis. U.S.A.



# MILWAUKEE'S LARGEST ELEVATOR



VIEW OF THE WATER SIDE OF ELEVATOR "E"

## We Can Now Serve You Best

THE completion last year of additional storage and latest improvement to Elevator "E" gives us a total storage capacity of 1,650,000 bushels, the largest grain elevator in the Milwaukee Terminal Market.

This elevator has both rail and water shipping facilities and is now fully equipped with the most modern and efficient grain handling machinery including cleaners, clippers, automatic sacking scale, a drier of 2,000 bushels' capacity per hour and a 4,000 bushel bleacher.

This, together with our Hammond, Ind., elevator with its oats capacity of 500,000 bushels, gives us splendid storage facilities and makes our organization more and more important to grain shippers, grain consignors and grain buyers than it has ever been before. Eastern buyers will find it very profitable to confer with us now. Western shippers will do well to keep in touch with us.

We wish to announce to consignors of grain to Milwaukee market the opening of our consignment department in charge of competent and experienced men and fully equipped to handle consignments to your entire satisfaction and profit. Give us a trial.

A hearty welcome is extended to the members of the Grain Dealers' National Association and the grain trade in general, and we cordially invite you to attend the annual meeting to be held in this city September 23-25, and further will be glad to have you make our office your headquarters.

## TAYLOR & BOURNIQUE COMPANY

*Grain Merchants*

MILWAUKEE, WISCONSIN

Branches: CHICAGO, 302 Postal Telegraph Bldg. BOSTON, 510 Chamber of Commerce NEW YORK, 355 Produce Exchange  
BUFFALO, 833 Chamber of Commerce SIOUX CITY, 628 Grain Exchange PHILADELPHIA, 627 The Bourse

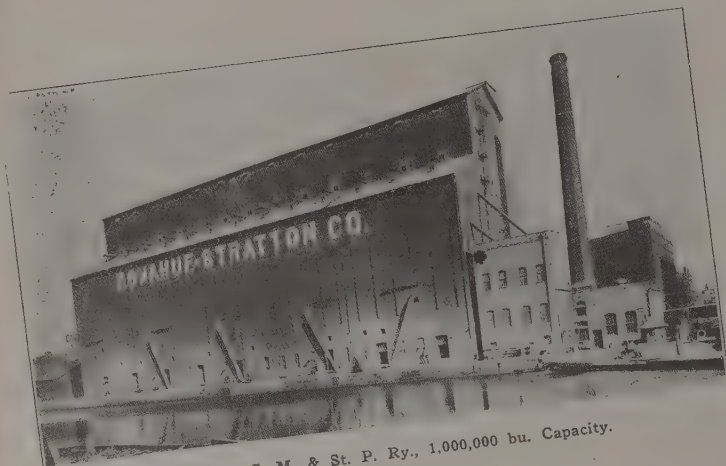
Members of Milwaukee Chamber of Commerce

Chicago Board of Trade  
Boston Chamber of Commerce  
Philadelphia Commercial Exchange  
Minneapolis Chamber of Commerce

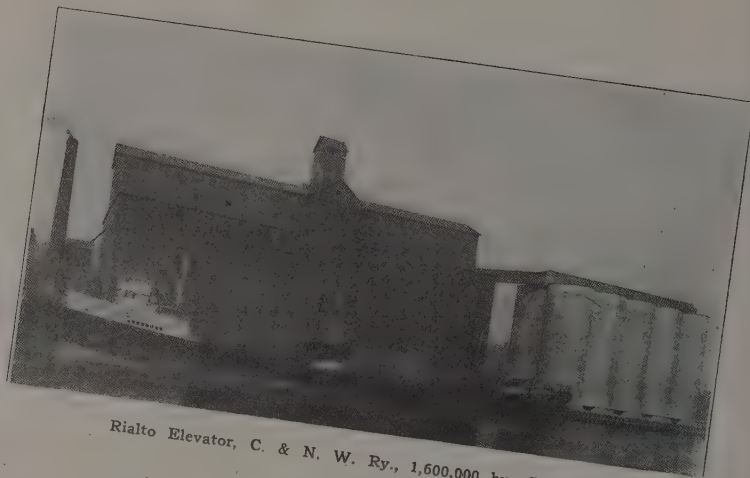
Buffalo Corn Exchange  
Sioux City Board of Trade  
New York Produce Exchange  
Baltimore Chamber of Commerce



# Two Leading Milwaukee Grain Elevators



Elevator "A," C. M. & St. P. Ry., 1,000,000 bu. Capacity.



Rialto Elevator, C. & N. W. Ry., 1,600,000 bu. Capacity.

## Combined Capacity 2,600,000 Bushels

Excellent rail and water facilities for receiving and shipping Grain to and from the Milwaukee Market.

The Rialto Elevator has a marine leg of large capacity, while both elevators are equipped with most up-to-date machinery, grain driers and ample facilities for unloading and loading. Our fast working houses and plants are ready and prepared to handle a large volume of grain.

*We Solicit Inquiries from Buyers and  
from Sellers of All Kinds of Grain.*

VISITORS TO THE FORTHCOMING GRAIN DEALERS  
NATIONAL CONVENTION, SEPTEMBER 23-24-25,  
ARE INVITED TO VISIT

## DONAHUE-STRATTON COMPANY

GRAIN AND FEED MERCHANTS

Mitchell Building

--

--

Milwaukee, Wisconsin



# Milwaukee's Most Modern Elevator



Updike-Northwestern Elevator. Capacity 1,500,000 bushels.

**I**NCREASED elevator facilities in Milwaukee make this market more important to grain shippers, to grain consignors and to grain buyers than it has ever been before.

Our firm, with the acquisition of the C. & N. W. Ry. Kinnickinnic elevator in this city, have increased our facilities for handling incoming shipments and outgoing shipments and can handle 50,000,000 bushels annually.

This elevator has a capacity of 1,500,000 bushels, is strictly fireproof, being built of reinforced concrete, with both water and rail facilities for receiving and shipping grain.

## UPDIKE SERVICE

Updike Service is backed by over 20 years of experience in the grain business. Each department has a special head, with experience and ability in his line, giving his undivided time and attention to his particular branch of the business. We guarantee efficiency to all entrusting their business to our care.

We extend a hearty welcome to the delegates to the Grain Dealers National Convention, to be held in our city Sept. 23 to 25, and invite you to our offices, where all privileges will be accorded you. Don't fail to come.

## THE UPDIKE GRAIN CO.

373 BROADWAY

Receivers and Shippers

MILWAUKEE, WIS.

THE RELIABLE CONSIGNMENT HOUSE



# WELCOME TO OUR CITY



Where 6,000,000 Bushels of Choice White Corn Are Ground Annually  
IN PRODUCING



CHAS. A. KRAUSE MILLING CO.  
MILWAUKEE



# MILWAUKEE'S

## Largest and Best Known Seed House



This is the completely equipped building of an old established business firm that for 26 years has efficiently served the leading seed houses of the United States, Canada and Europe.

Our facilities enable us to handle an additional volume of business with the same careful attention that has distinguished "Courteen Seed Service" in the past. We therefore welcome new trade connections as well as increased favors from old customers. And we beg to assure both old friends and new that our constant aim shall be to deserve your confidence by maintaining both "Courteen quality" and "Courteen service" at the highest standard of efficiency.

We handle everything in the line of field seeds, including

Red Clover	Sweet Clover
Alsike	Rape Seed
White Clover	Millet
Alfalfa	Light Grasses
Timothy	Seed Grain

You who have stocks for sale, send samples for bids.

Those in the market for seeds, write for samples and prices. We solicit inquiries from everywhere.



# Courteen Seed Company

MILWAUKEE, WIS., U. S. A.





## Kellogg Buys and Sells

RED CLOVER  
WHITE CLOVER  
ALSIKE  
ALFALFA  
SWEET CLOVER  
TIMOTHY

## Nineteen Years in the *Seed Business* Now I Make First Base On My Own Team

Mighty good training I had on the old team—but playing on your own team certainly gives you something to get up early in the morning for.

My team is the Kellogg Seed Co. It's full of big-league fellows—and it takes big-league fellows to realize

that it's good business to let the fellows we **buy from**, and the fellows we **sell to**, get the best bargain possible. That's how the Kellogg team is making rooters and keeping business active. Send us your samples—and when you're buying let us send you samples.

**KELLOGG SEED CO.,** 186 - 194 Florida Street  
MILWAUKEE, WIS.

H. H. Peterson, Pres.

E. H. Hiemke, V.-Pres.

H. J. Mayer, Sec'y & Treas.

## L. Bartlett & Son Company

We announce the opening of a branch office  
in Chicago, under the management of Mr. H. J.  
Mayer, at No. 549 Webster Bldg., and solicit  
your consignments to Milwaukee and Chicago.  
We are prepared to give you the best possible  
service in both markets.

Traveling Representatives  
FRANK O'HEARN  
Fort Dodge, Ia.  
F. H. LIPINSKI  
Ivanhoe, Minn.

*We extend a hearty  
welcome to National  
Grain Dealers Asso-  
ciation visitors.*



# Milwaukee Seed Co.

104-106 West Water Street

Welcomes  
Grain and Seed Dealers

*Come and visit us during  
the convention*

We are large buyers and sellers of  
Timothy and Clover Seeds

We Hope You Will  
Come to Milwaukee, Wisconsin  
September 23-24-25  
Grain Dealers National  
Convention

And Visit with Us. We Will Be Glad to See You.

---

## CARGILL GRAIN COMPANY

302 Mitchell Building, Milwaukee, Wisconsin

Cargill Commission Co.,  
Minneapolis, Minn.

Cargill Grain Co.,  
Green Bay, Wis.

Cargill Commission Co.,  
Duluth, Minn.





**"BELL"**

Calls you to  
Milwaukee  
Sept. 23-25

# W. M. BELL C O M P A N Y

Extends a Hearty Welcome  
to the Grain Trade and offers to all  
attending the coming Convention of  
the Grain Dealers National Association the  
Facilities of its offices.

W. M. BELL, President.

W. A. HOTTENSEN, Vice-President.

R. G. BELL, Secretary.

## WE EXTEND A HEARTY W E L C O M E

TO THE MEMBERS OF THE GRAIN DEALERS NATIONAL  
ASSOCIATION AND THE GRAIN TRADE IN GENERAL  
AND CORDIALLY INVITE YOU TO ATTEND THE  
ANNUAL MEETING TO BE HELD AT MILWAUKEE ON

SEPTEMBER 23rd, 24th and 25th

# E. P. BACON COMPANY

GRAIN COMMISSION MERCHANTS

MILWAUKEE

CHICAGO

MINNEAPOLIS

SELLERS OF CASH GRAIN AND FIELD SEEDS ON CONSIGNMENTS



**WE** shall be glad to have our customers  
and friends make our offices their  
headquarters during the

**GRAIN DEALERS NATIONAL CONVENTION**

To be held in our city—**SEPTEMBER 23-24-25**

**MILWAUKEE GRAIN COMMISSION CO.**

*RECEIVERS OF GRAIN  
AND SEED*

404 Chamber of Commerce - - MILWAUKEE, WIS.

***The P. C. Kamm Co., Elevator***  
**Model of Compact and Convenient Construction**



Capacity 250,000 bushels

The P. C. Kamm Co. Elevator is a strictly fire-proof building, equipped with the most modern grain handling machinery.

Being located on tracks jointly owned by all rail lines entering Milwaukee it insures prompt service.

We buy and sell all kinds of grain and solicit trade from both buyers and shippers. Write us your needs.

---

*Come to Milwaukee. Don't forget to attend the Convention of the Grain Dealers National Association, to be held in our city, September 23 to 25. Make our offices your offices.*

---

**P. C. KAMM COMPANY**  
**GRAIN MERCHANTS**

Office: Mitchell Bldg.

Milwaukee, Wis.



MILWAUKEE

CHICAGO

Members  
Milwaukee Chamber of Commerce  
Chicago Board of Trade

# Lyman - Joseph Grain Co.

## GRAIN SHIPPERS

Modern Elevator Facilities, Milwaukee and Chicago. Elevators fully equipped with grain handling machinery, including grain separators, clipper, bleachers, dryers and conditioners.

Shippers of Corn, Oats, Rye and Barley. Our organization and facilities will frequently enable you to save money. In making your purchases we would be pleased to have you give our service a trial.

EVERY INQUIRY AND SHIPMENT GIVEN THOROUGH ATTENTION

# WELCOME to the G. D. N. A.

September 23rd, 24th and 25th

We want you with us on these dates. The privileges of our offices are at your disposal. DON'T FORGET US.

## BUERGER COMMISSION CO.

### GRAIN MERCHANTS

Consignments on All Grains and Seeds Solicited

407-8-9 Mitchell Bldg.

Established for  
40 Years

MILWAUKEE, WIS.



# HENRY RANG & COMPANY

Invite you to make your headquarters at their office

**404 Mitchell Building**

When attending the  
Grain Dealers National Convention at

**MILWAUKEE**

On September 23rd, 24th and 25th

**We Are Grain Commission Merchants**  
and would welcome an opportunity to explain our 2-MARKET SERVICE

CHICAGO OFFICE: 327 SOUTH LA SALLE STREET

CONVENTION—MILWAUKEE—SEPT. 23-24-25—GRAIN DEALERS NATIONAL ASSOCIATION

We Want To Get

**BETTER** Acquainted With **YOU**

Will **YOU** Give Us That Opportunity?

**SURELY!** We Know Most of the Shippers, But

Want To Get **BETTER ACQUAINTED** With Them

And All Shippers Who Have Not Met Us **PERSONALLY**

**?** DO **YOU** CONSIGN YOUR GRAIN and SEEDS **?**

To— **RUNKEL & DADMUN**

THE RELIABLE AND PROGRESSIVE COMMISSION HOUSE

**MILWAUKEE**

REFERENCES: Wisconsin National Bank or Any Other Milwaukee Bank

**WISCONSIN**



# COME TO MILWAUKEE

## SEPTEMBER 23, 24 and 25, 1918

It will give you an opportunity to investigate our methods of serving the trade to their entire satisfaction. If you are not numbered among our many satisfied customers try us on that next car.

### J. V. LAUER & CO.

Grain Commission Merchants

32 - 33 Chamber of Commerce

MILWAUKEE, WIS.

WHILE AT THE CONVENTION SEPT. 23 to 25, WE WILL BE  
PLEASED TO HAVE YOU CALL ON US.

### MOHR-HOLSTEIN COMMISSION CO.

Commission Merchants

Room 29 Chamber of Commerce

—•—

MILWAUKEE, WIS.

## Nearing Completion

Our new mill—the equipment of which is now well under way and rapidly nearing completion—will have

### A Daily Capacity of

3000 Barrels of Corn Products  
1000 Barrels of Rye Products  
14000 Bags of Mixed Feeds

Watch for further announcement.

Correspondence invited from prospective distributors.

### STRATTON-LADISH MILLING CO.

MILWAUKEE, WIS.

P. P. Donahue, President.  
H. M. Stratton, Treasurer.

H. W. Ladish, Vice-President.  
Stuart Hyde, Sec'y and Gen. Mgr.





## Convention Headquarters

### HOTEL WISCONSIN THE BIG HOTEL OF MILWAUKEE

500 Rooms 400 Baths  
Rates \$1.50 Up

Absolutely Fire Proof  
Circulating Ice Water in Every  
Room

MUSIC DANCING COFFEE SHOP IN CONNECTION  
A. E. COPELAND, Manager

WHEN in Milwaukee you go to the Plankinton as a matter of course. Its appointments form a worthy setting for your business. Expecting the best in hotel service, you will find every wish gratified at the

### *New* Plankinton Hotel *Milwaukee*

Milwaukee's offering to the traveling public who wish refinement and beauty of surroundings combined with quiet, courteous service and restful atmosphere.

Ask to be shown our \$1.75 rooms with bath.

H. J. KEENAN & SONS  
S. E. DUFFY, Res. Mgr.

The Plankinton Sky Room is one of America's most beautiful cafes.

Chicago boat landing only one block from hotel.



## Try The New Hotel Miller *Milwaukee's Newest Hotel*

Just across the street from Convention Headquarters

Rooms from \$1.25 to \$3.00

JNO. M. TEELING, Prop. & Mgr.



"Milwaukee's Most Dis-  
tinctive Hotel"

# HOTEL PFISTER

ABSOLUTELY FIREPROOF

European Plan  
\$2.00 Per Day and Up

We solicit your patronage while in the city

## AMERICAN

\$2.75 and Up

With Bath

\$3.50 and \$4.00

"The Hotel of the Hour"

## REPUBLICAN HOUSE

Milwaukee, Wisconsin

All Modern Conveniences. Best of Attention Assured

Two Squares from Headquarters

## EUROPEAN

\$1.25 and Up

With Bath

\$2.00 and \$2.50

# Armour Grain Company

CONSIGNMENTS SOLICITED

Chicago

::

Milwaukee

Made in  
MILWAUKEE



Cook in 10 to 15  
Minutes

Serve Every Day  
In Some  
Appetizing Way

Fresh From Our  
Ovens



Requires Little or no  
Sugar



WE solicit the accounts of grain elevator operators and commission men—on a mutually profitable basis—believing the relations thus established will prove a most satisfactory connection to both parties.

SECOND WARD SAVINGS BANK  
The Bank of Personal Service in Milwaukee.

The WISCONSIN NATIONAL BANK  
OF MILWAUKEE

Capital Stock, \$2,000,000.00      Deposits, \$35,963,754.56      Surplus and Undivided Profits, \$1,737,817.42

OFFICERS  
L. J. PETIT, President.

HERMAN F. WOLF, Vice-Pres.      FRANZ SIEMENS, Asst. Cashier.      A. V. D. CLARKSON, Asst. Cashier.  
WALTER KASTEN, Vice-Pres.      WILLIAM K. ADAMS, Asst. Cashier.      FRED R. SIDLER, Asst. Cashier.  
J. M. HAYES, Cashier.      F. K. McPHERSON, Asst. Cashier.      HERMAN W. ESKUCHE, Mgr. Savings Dept.

Accounts of banks, bankers, corporations, firms and individuals received on the most liberal terms consistent with sound banking.  
All collections on Milwaukee and the Northwest will receive prompt and careful attention.  
Personal interviews and correspondence invited.      Interest paid on certificates of deposit and savings accounts.

The Policy of The First National Bank of Milwaukee

is to be conservative, yet progressive; to grant such terms as are consistent with sound banking principles; and to keep its facilities and organization up to date for the conduct of all branches of banking.

*Accounts of Banks, Bankers, Manufacturers, Merchants  
and Individuals Invited*

United States Depository      Capital and Surplus Four Million Dollars

THE FIRST NATIONAL BANK of Milwaukee, Wis.



# We Welcome You

to the

Grain Dealers' National  
Association Convention

in

**Milwaukee, Sept. 23-24-25**

Your Call at  
Our Office Will Be Appreciated

**The Franke Grain Co.**  
**Grain and Mill Feeds**

415-17 Chamber of Commerce  
MILWAUKEE - - - WISCONSIN

Agents in Wisconsin for  
Douglas Corn Gluten Feed

*"UN-X-L-D" Services Are All-Ways Assured  
When Consigning Your Grain, Seeds, Etc., to Us.*

When  
**MILWAUKEE**  
is in line

Ship to and Draw on  
**Lamson Bros. & Co.**

Chamber of Commerce  
*Milwaukee*

While in town talk it over with  
**Wm. Young, Jr.**  
Local Manager

419 Chamber of Commerce  
*Milwaukee*

# WELCOME TO MILWAUKEE

**SEPTEMBER 23rd TO 25th**

TO THE

**Grain Dealers'  
National Convention**

CALL ON US WHILE HERE

**M. G. Rankin & Co.**

SHIPPERS OF

**GRAIN AND FEED STUFFS**

20-21 CHAMBER OF COMMERCE, Main Floor  
MILWAUKEE, -:- WISCONSIN

## THE WAGNER LETTER COVERS ALL MARKETS

Sent on request. Write or call upon  
W. E. Schroeder, Room 13, Chamber of  
Commerce, Milwaukee.

*Prompt Attention Given to Consignments*

**W. E. SCHROEDER, Manager**  
Milwaukee Office:  
Room 13, Chamber of Commerce

**E. W. Wagner & Co.**

*Grain, Provisions, Stocks and Cotton*

MEMBERS:  
NEW YORK STOCK EXCHANGE  
NEW YORK COTTON EXCHANGE  
CHICAGO BOARD OF TRADE  
CHICAGO STOCK EXCHANGE  
MINNEAPOLIS CHAM. OF COMMERCE  
ST. LOUIS MERCHANTS EXCHANGE  
NEW YORK PRODUCE EXCHANGE  
MILWAUKEE CHAM. OF COMMERCE

Continental and Commercial Bank Building  
**CHICAGO, ILL.**  
Established Thirty-one Years.



# DEUTSCH & SICKERT CO.

— Receivers and Shippers —

**HAY AND STRAW** — We are the largest handlers of Hay and Straw in the Milwaukee market. Get our quotations on Alfalfa, Timothy, Clover and Clover Mixed.

**FEED OF ALL KINDS**—We are jobbers in all kinds of Feed Stuffs: Wheat, Rye, Barley, Corn and Oats, and in Cotton and Linseed Feed products.

Whether buyer or seller in these products. write us, and don't forget to call on us during the coming convention. We want you with us.

501 MITCHELL BLDG.

MILWAUKEE, WIS.

## WELCOME TO MILWAUKEE

### MILWAUKEE HAY CO.

*Receivers and Shippers*

#### HAY AND STRAW

328 BROADWAY

MILWAUKEE, WISCONSIN

## Don't Hesitate!

### Make Arrangements Now

to

Attend the Grain Dealers' National Convention at Milwaukee, Wis., Sept. 23-24-25. Milwaukee is the talk of the Grain Trade today. Get acquainted with us. Ship us that next car.

## FRASER-SMITH CO.

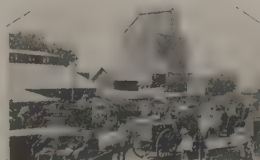
COMMISSION MERCHANTS

OFFICES AT

Milwaukee

Minneapolis

Duluth



FROM COUNTRY POINTS  
TO MILWAUKEE MARKET



JOHN C. HENSEY

O. C. OWEN

## HENSEY & OWEN

GRAIN COMMISSION

Barley — Rye — Oats — Corn  
Wheat — Seeds

Chamber of Commerce - Milwaukee

REFERENCES  
MARSHALL & ILSLEY BANK  
SECRETARY  
MILWAUKEE CHAMBER OF COMMERCE

## A. FREDMAN & SONS

DEALERS IN ALL KINDS OF

### SECOND HAND BAGS

*Hop Sacks, Bagging, Grain Bags,  
Coffee Bags, Etc.*

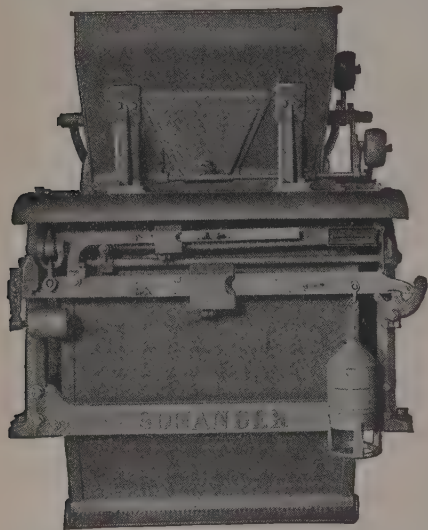
PHONE BROADWAY 4114

311-315 BROADWAY

WE BUY AND SELL

MILWAUKEE, WISCONSIN





Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois**

409 Fourth St., St. Louis, Mo.  
1510 Main St., Kansas City, Mo.

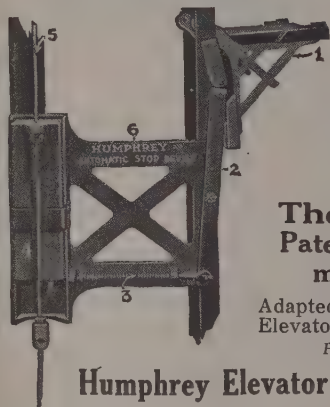
F. L. Rogles, Mgr.  
W. C. Peak, Mgr.

**Pacific Scale & Supply Co.**  
For Washington, Oregon and Idaho

46 Front St., Portland, Ore.  
546 First Ave., So. Seattle, Wash.

Wm. Schweizerhof, Mgr.

## HUMPHREY EMPLOYEE'S ELEVATOR



*The World's  
Standard Belt  
Man-Lift*

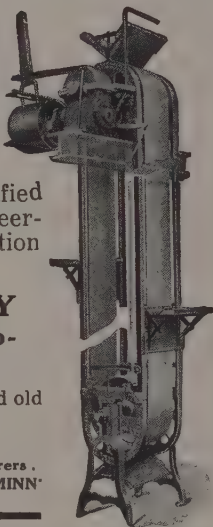
Endorsed and specified  
by the best engineering  
and construction  
companies.

**The HUMPHREY  
Patented Strictly Auto-  
matic Stop Device**

Adapted for use on all new and old  
Elevators of this type.

Particulars on application.

**Humphrey Elevator Co.,** Sole Manufacturers,  
FARIBAULT - MINN.



## Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES**

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION  
MACHINERY, ROLL GRINDING AND CORRUGATING

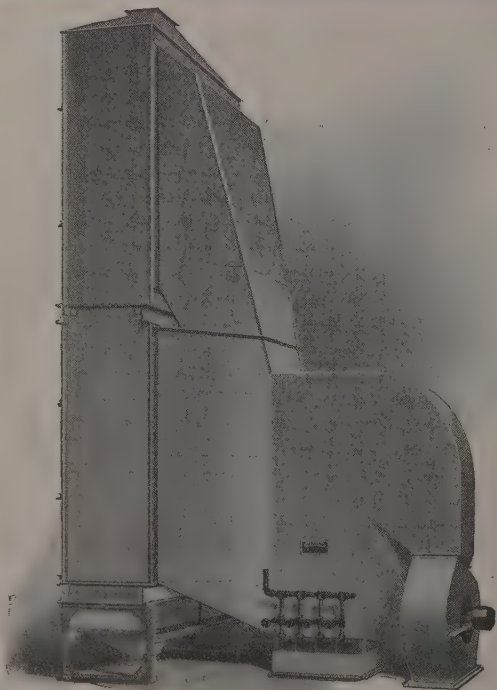
**Largest Factory and Stock in Western Country**

SEND FOR 450-PAGE CATALOG

**GREAT WESTERN MFG. CO.**

General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Sales Room  
1400-1402 West 12th St.  
KANSAS CITY, MO.



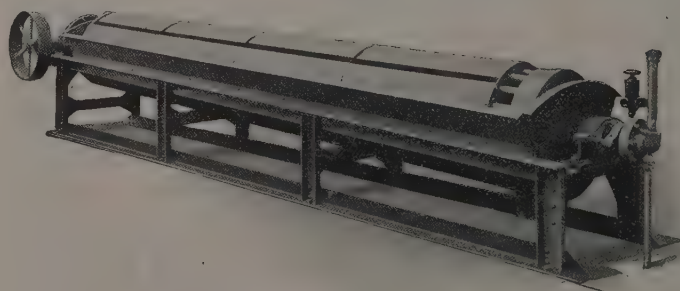
Grain Drier—Portable Type.

## Grain Driers

Wire Cloth Drying Columns  
Continuous Feed System—  
Ball Bearing Fans

## Meal Driers

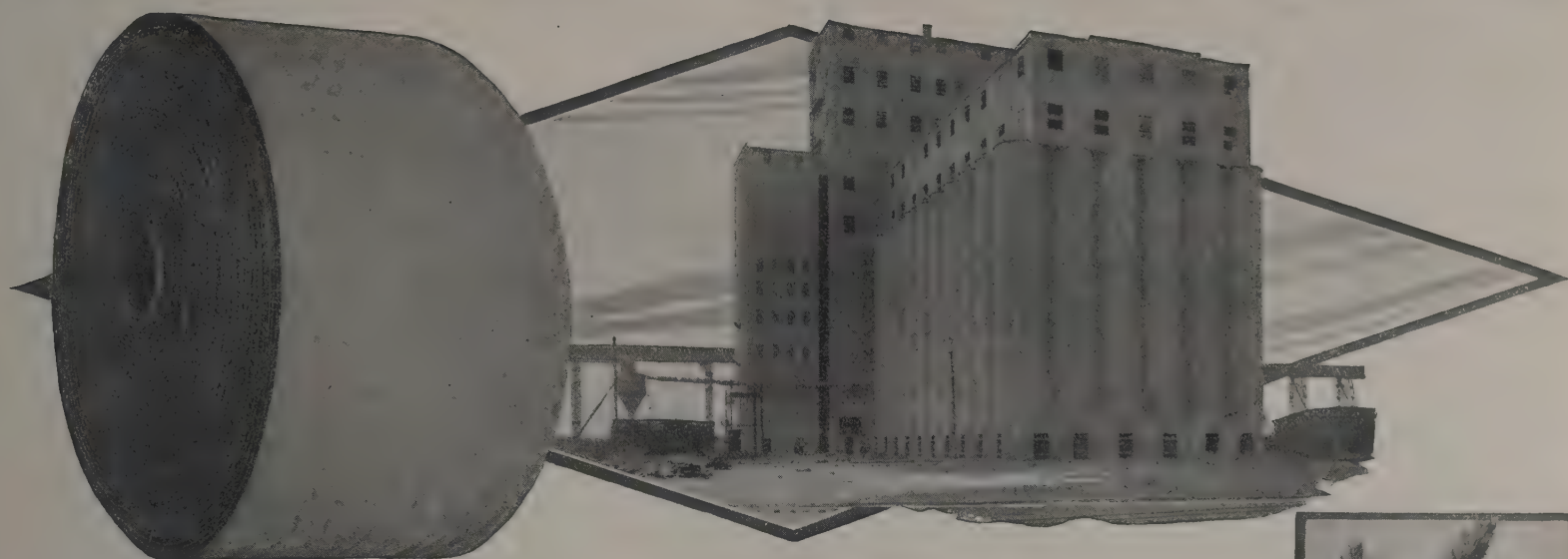
Ball Bearing Equipped—  
All Steel Construction—  
Semi Steel Pressure Castings



Meal Drier—Open Type.

**THE ELLIS DRIER CO.**  
Chicago, Illinois





## Next to Grain, Your Belts Are Most Important

**I**F YOUR grain belts give out amid this war-time rush, your elevator is idle. No matter how expensive the rest of your equipment, your belts are your vital link between America's vast grain fields and great European commissaries. Your belts must keep going.

The enormous Public Grain Elevator at New Orleans is speeding grain movement with Diamond Belts. In numerous huge plants at Buffalo, Chicago, Detroit, Des Moines, Council Bluffs, Omaha, Milwaukee, and Seattle, Diamond Grain Belts are serving continuously day after day, season after season, to meet the food needs of America and the over-seas millions.

And it is a significant fact to every belt buyer, that, in all this great service, Diamond Grain Belts have never failed to give satisfaction. Remarkable as this statement may seem with so many belts in use, we have no knowledge of—nor do our records show—a single complaint as to service from any elevator operator who has ever used Diamond Grain Belts.

**The Diamond Rubber Company**

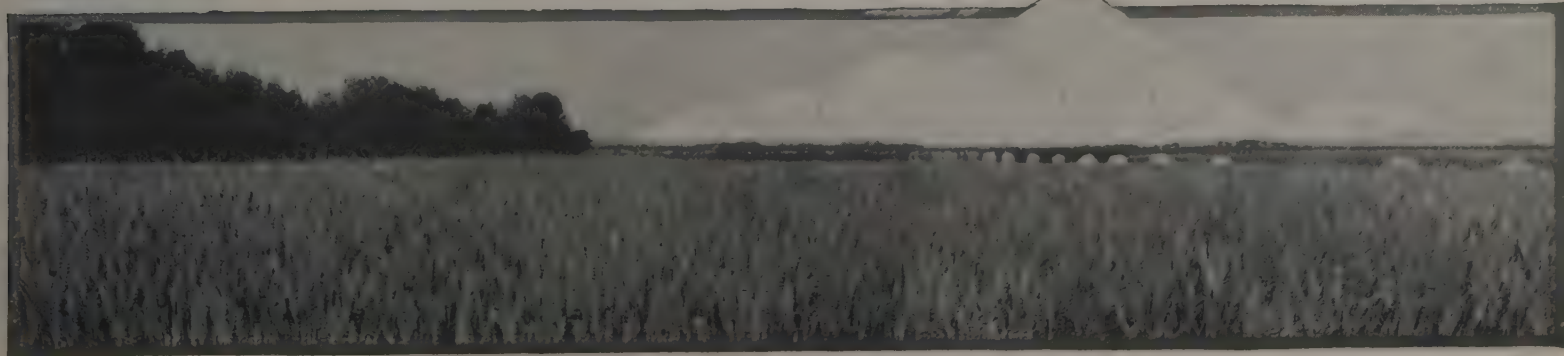
*(Incorporated)*

Makers of Diamond Tires and Tubes

AKRON, OHIO

# Diamond

## GRAIN ELEVATOR BELTS

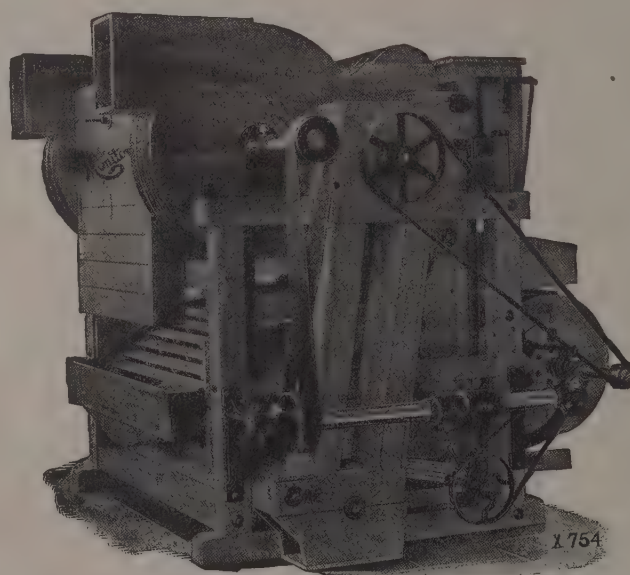






# Monitor Northwestern Separator

## FOR TAKING OATS OUT OF WHEAT



PATENTED

PATENTED

Not only is the best machine for  
separating Succotash Mixtures

BUT

is a first class machine for all  
around work on all kinds of grain  
—you can't beat it.

**Huntley Mfg. Co.**

Silver Creek  
NEW YORK

**Huntley Mfg. Co., Ltd.**

Tillsonburg  
ONTARIO



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

Established in 1882.

VOL. XXXVII

431 S. Dearborn St., Chicago, Ill., September 15, 1918.

NO. 3

## MILWAUKEE'S LEADING ELEVATORS, MILLS AND SEED HOUSES

OUR Army in France next year will be something over 3,000,000 men. The wheat necessary for the bread ration of this great host for a year could be contained in the elevators of Milwaukee at one time. The total capacity of the grain storage houses in this Wisconsin metropolis is 16,715,000 bushels. To be sure Milwaukee doesn't handle that much wheat in a year. Wisconsin is no longer one of the great wheat states as the farmers have found that other crops brought higher returns and, as a consequence, have concentrated their interest and the State Agricultural College has devoted its time in developing superior strains of other grains. Wisconsin pedigreed barley, oats and rye have reputations nation wide. In fact some of these seed strains have been sold abroad in considerable quantities. So Milwaukee elevators are called upon to handle larger amounts of oats and barley than of wheat and rye; corn and forage seeds keep other storage well occupied. During the

year 1917 the receipts of the various grains at Milwaukee were: Wheat, 7,676,447 bushels; corn, 11,121,900 bushels; oats, 29,344,010 bushels; barley, 16,724,120 bushels; rye, 2,500,165 bushels. Grass seed, timothy and clover, was handled to the amount of 274,642 bushels; flax seed, 437,106 bushels; and 19,595 tons of hay.

The elevators which handle these supplies of grain and seed are among the finest in the country. They are of various ages, but from the oldest to the newest they have been kept in line with all the progressive changes in handling and cleaning equipment.

### CHICAGO & NORTHWESTERN ELEVATOR

The Chicago & Northwestern Elevator was built in 1916 for the railroad by the Barnett & Record Company of Minneapolis, and was leased to the Updike Grain Company. It is located on the Northwestern tracks at the mouth of the Kinnickinnic River, giving it the best of rail and water facilities.

The plant consists of a workhouse, car shed, storage annex, 1,174 feet of dock, a drier house, bleacher, transformer house and office building, all of concrete construction and equipped with the most complete assortment of machinery for every grain operation. The capacity of the house is 1,246,452 bushels.

There are four side tracks through the car shed, each track being equipped with three receiving pits, all of which can be used at the same time. Three 15,000-bushel receiving legs lead to three concrete garners in the cupola and after being weighed the grain is sent to workhouse bins or to the six conveyor belts that lead to the storage annex. Four Invincible Grain Separators; four Invincible Oat Clippers; a Richmond Separator; Monitor Screenings Separator; a Humphrey Employees Elevator; a wheat smutter; 12 Clark Automatic Car Shovels; Morris Grain Cooler; Morris Grain Drier; a bleacher; a mustard seed machine; two dust pack-



THE NEW CHICAGO & NORTHWESTERN RAILWAY ELEVATOR AT MILWAUKEE OPERATED BY THE UPDIKE GRAIN COMPANY





ELEVATOR "E," MILWAUKEE, OPERATED BY THE TAYLOR &amp; BOURNIQUE COMPANY

ers and a grain sacker comprise the special machinery in the house. The 8,800 feet of belting carries the grain wherever desired. Power is supplied through 62 Allis-Chalmers Electric Motors.

The loading capacity is on a par with the excellent receiving facilities of the house. Six cars can be loaded at one time and there are also six spouts for vessel loading.

### ELEVATOR "E"

The largest house in Milwaukee is Elevator "E," owned by the Chicago, Milwaukee & St. Paul Railroad, and operated by the Taylor & Bournique Company. The original house of 1,000,000 bushels capacity was remodeled and re-equipped in 1916 and a new storage annex with a capacity of 650,000 bushels was added. These 21 concrete storage tanks were designed by R. H. Folwell of Chicago and built by the Wither-spoon-Englar Company. The tanks are 57 feet east of the old operating house and receive and deliver grain by two overhead conveyor bridges and two belt tunnels beneath.

When the old house was remodeled it was completely equipped with separators, oat clippers,

bleacher, a Morris Grain Drier and all other necessary and up-to-date machinery.

### ST. PAUL ELEVATOR "A"

One of the oldest plants in Milwaukee is the Elevator "A" owned by the Chicago, Milwaukee &

with modern equipment in every department, including bleacher, drier, separators and clippers. Grain can be handled rapidly both coming in and going out. Trackage is generous and cars can be unloaded and loaded at the same time while five discharge spouts on the water side provide for hasty vessel loading.

### RIALTO ELEVATOR

The Donahue-Stratton Company also works through the Rialto Elevator. This house is one of the two brick structures erected by Angus Smith in the early days of the trade at Milwaukee. In 1912 Elevator "B" of the plant burned, and the Northwestern Railroad which had purchased the elevators from the Smith estate immediately planned an enlargement of Elevator "A" by the addition of 10 concrete tanks which, with the interspace bins held 500,000 bushels, bringing the total capacity of the house to 1,500,000 bushels. Power for the storage tanks is supplied from the original workhouse, an overhead gallery and belt tunnels carrying the grain to and from the storage. The tanks were designed by the John S. Metcalf Company and built by the Wither-



ELEVATOR "A," OPERATED BY THE DONAHUE-STRATTON COMPANY

St. Paul Railroad and operated by the Donahue-Stratton Company. This house which is shown in the center of this page, has a capacity of 1,000,000 bushels. In addition it is fortunate in possessing splendid rail and water facilities together

1,500,000 bushels. Power for the storage tanks is supplied from the original workhouse, an overhead gallery and belt tunnels carrying the grain to and from the storage. The tanks were designed by the John S. Metcalf Company and built by the Wither-



THE RIALTO ELEVATOR, MILWAUKEE, OPERATED BY THE DONAHUE-STRATTON COMPANY





PLANT OF THE CHAS. A. KRAUSE MILLING COMPANY



HOME OF THE MILWAUKEE SEED COMPANY

spoon-Englar Company, both firms of Chicago, Ill. The plant is fully equipped for handling grain, the machinery including clippers, needle machines for barley, and a grain drier and two grain coolers. This elevator also has both rail and water facilities and can handle grain as rapidly as the most modern plant.

## P. C. KAMM ELEVATOR

In 1914 the P. C. Kamm Company added 250,000 bushels to the grain storage of Milwaukee by the erection of a modern concrete plant, designed and built by the Burrell Engineering & Construction Company of Chicago. A double track shed runs through the building, which is equipped with two unloading pits. A gravity-pit carries the grain directly to the leg, and from the other the grain is conveyed by a belt conveyor to the receiving leg, which carries it from the basement to the top floor of the cupola. Here it is weighed and discharged to the shipping leg, or is distributed to the storage bins by means of a 30-inch belt conveyor.

The workhouse is equipped with Monitor Cleaners and Packers, as some of the grain is handled in sacks as well as in bulk. The cleaners are fed from bins which are directly under the scales. Under the cleaners are another set of cleaners and grading machines. These discharge to other bins directly beneath, so that the cleaning and grading machinery can be kept in constant service while the receiving and shipping is taking place.

All of the machinery in the building is electrically driven by individual motors. A power driven employees' elevator carries from the first floor to the top of the plant with supplementary stairs in the cupola. Automatic shovels and car pullers are also

used. The plant has more private trackage than any elevator in the city.

## LYMAN-JOSEPH ELEVATOR

The Lyman-Joseph Grain Company, which was organized in 1914, has been operating a 300,000-

handling resources in the city, although the structure itself is of the old style design and wooden construction.

The machinery equipment includes two Hess Driers, a modern oats bleacher, and various grain separators, clippers, and conditioners. Corn, oats, rye and barley are handled throughout the season, and all grains are handled economically and well.

## CHAS. A. KRAUSE MILL

One of the chief reasons why the shipments of corn from Milwaukee are so much smaller than receipts is found in the plant of the Chas. A. Krause Milling Company. Here in the huge building occupied by the concern 6,000,000 bushels of choice corn are annually ground to produce the well-known "Amerikorn" products and the different feeds for live stock.

The plant is in the open country in the outskirts of town where the most ideal conditions of sanitation and cleanliness can be obtained. The plant consists of the elevator, mill, warehouse and office building. The elevator is a modern concrete structure, workhouse and storage tanks holding 100,000 bushels of grain. The mill is divided into two units, in the first, Mill "A," by the most modern degerminating system, hominy, grits and meal are made. In Mill "B" corn flour exclusively is made from the products of Mill "A." Every kernel of corn is sterilized before milling and all the handling and packing as well as the

milling is done on the most modern and approved lines.

## ARMOUR'S OATS PLANT

The Armour Grain Company acquired the milling plant of John B. A. Kern & Sons late in 1916 and



ELEVATOR OF THE P. C. KAMM COMPANY

bushel elevator under lease. This summer, however, they purchased the plant and closed it down for a time, during which it was thoroughly overhauled and much new equipment added, making it one of the fastest and most modern in its grain

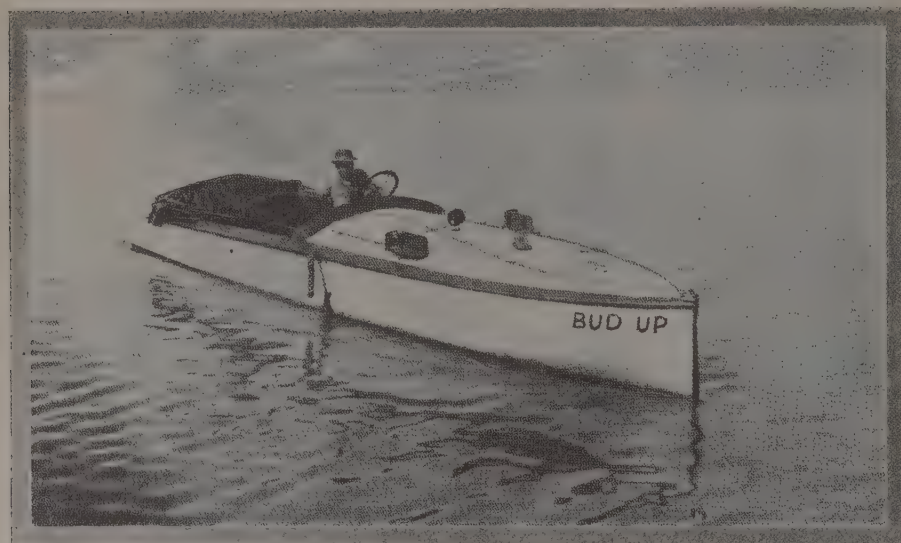


THE LYMAN-JOSEPH GRAIN COMPANY'S ELEVATOR



HUGE ESTABLISHMENT OF COURTEEN SEED COMPANY





MOTOR BOAT OF THE UPDIKE GRAIN COMPANY WHICH RUNS BETWEEN THE CITY OFFICES AND THE GRAIN ELEVATOR

began the milling of Armour's Oats, a product which immediately sprang into popularity because of the quick cooking quality of the oats, combined with the nation-wide campaign to encourage the use of cereal substitutes.

The exterior of the mill was not changed, but the new operators have altered the interior of the place past recognition. New machinery has been installed and many structural changes were made. Steel storage tanks holding 150,000 bushels were erected, giving a total capacity of 200,000 bushels to the plant. The grain handling system has been improved so that 18,000 bushels per hour can be handled through the plant. This was necessary, for from the time the plant was put in operation the entire mill has been on a 24-hour basis, and still has difficulty in keeping up with its orders.

#### COURTEEN SEED COMPANY PLANT

One of the largest seed handling houses in the country is the Courteen Seed Company of Milwaukee whose mammoth plant is shown in the illustration. This plant has a capacity of 165,000 bushels, another, almost as large, is at Twin Falls, Idaho, which specializes in the superior clover and alfalfa raised in that territory.

The Milwaukee plant is at Lake and Hanover Streets on the Milwaukee tracks with ample switching facilities to all roads entering the city. It is an eight-story building with cupola and storage tanks, and is equipped with the best of machinery for separating, cleaning and packing seeds of all kinds, although all clovers, timothy and grass seed are specialties of the Wisconsin plant.

#### MILWAUKEE SEED COMPANY PLANT

The Milwaukee Seed Company some years ago took over the business and plant of Rosenberg & Lieberman. The substantial building is well equipped with every modern device for the proper care and preparation of all kinds of forage seeds for the market.

The plant has a total floor space of 400,000 square feet and a storage capacity of 200 carloads, or more than 8,000,000 pounds of seed. Alfalfa is one of the strong lines that the company handles and the market is constantly enlarging for this soil-enriching hay. The cleaning, weighing and sacking departments of the plant are especially noteworthy for their thoroughness and accuracy, as is also the testing laboratory where the germination percentage of the seeds is determined.

The firm has been very active in spreading the use of alfalfa in the Central States and has spent generous sums in educational work along this line.

#### KELLOGG SEED COMPANY

The Kellogg Seed Company, which is Fred W. Kellogg, was started this year at 186 Florida Street, Milwaukee, under most auspicious circumstances. In the first place Mr. Kellogg has been in the seed business for 19 years and knows the business and the trade from the Atlantic to the Pacific. And in the second place he has ample capital and an abundance of initiative, ambition and good will. With this combination no one can

predict anything for him but success. Mr. Kellogg was unable to have a picture taken in time for this issue, but will be glad to welcome convention visitors at his plant.

#### TEWELES SEED COMPANY

The Teweles Seed Company was organized 53 years ago by L. Teweles, who continued the active head of the business until his death, which occurred about a year ago. At the present time Hugo Teweles is president; Arthur is vice-president and L. Teweles, secretary-treasurer. The firm does a wholesale and export business in field seeds and dried peas.

The firm is now erecting a 14-story building, 85x150 feet on the ground plan which will be a model seed house with every device for rapid and accurate cleaning, testing and handling. There is ample property adjoining the building for expansion should the need arise. No picture of the new plant is available at this time.

#### THE CONVENTION PROGRAM

When the Milwaukee grain dealers invited the National Association to come there for the 1918 convention, they did it with their eyes wide open, for they knew they could put it across.

The general chairmanship was wisely put in the hands of Wallace M. Bell, a man known to the grain trade of the country as one who cannot fail. He has been a leader in association affairs for many years and knew full well the responsibility of his position, but he shouldered it gladly and is in no small degree responsible for the success of the meeting. The convention program, except the entertainment features now being arranged, is as follows:

#### MONDAY, SEPTEMBER 23

Morning Session, 9:30 O'Clock.

Call to order by the President.

Invocation—Rev. Wm. T. Dorward, Milwaukee.

Singing the *Star Spangled Banner* by the delegates.

Address of Welcome on Behalf of the city of Milwaukee—Cornelius Corcoran, president of the Common Council.

Address of Welcome on Behalf of the Milwaukee Chamber of Commerce—Herman W. Ladish, president.

Address of Welcome on Behalf of the state of Wisconsin—Hon. Emanuel L. Philipp, Governor.

Response on Behalf of the Grain Trade—George A. Aylsworth, Kansas City, Mo.

President's Annual Address—E. C. Eikenberry, Camden, Ohio.

Secretary-Treasurer's Report—Charles Quinn, Toledo, Ohio.

#### MONDAY, SEPTEMBER 23

Afternoon Session, 1:30 O'Clock.

Address—"Rules and Regulations for the Handling of the 1918 Wheat Crop"—Julius H. Barnes, President of the Food Administration Grain Corporation, New York, N. Y. (This address will be followed by a general discussion of the Regulations. Mr. Barnes will answer any questions propounded by the delegates.)

Telephone and Telegraph Service—M. L. Jenks, chairman, Duluth, Minn.

Membership—H. E. Botsford, chairman, Detroit, Mich.

#### TUESDAY, SEPTEMBER 24

Morning Session, 9:30 O'Clock.

Address—Hon. J. P. Goodrich, Governor of Indiana. Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Address—"Changes in the Wheat Grades"—Chas. J. Brand, Chief of the Bureau of Markets.

Trade Rules—E. A. Fitzgerald, chairman, Cincinnati, Ohio.

#### TUESDAY, SEPTEMBER 24

Afternoon Session, 1:30 O'Clock.

Address—"The Milling Regulations"—F. J. Lingham, Chief of Flour Milling Section, U. S. Food Administration, Washington, D. C.

Transportation—Henry L. Goemann, chairman, Mansfield, Ohio.

Address—"Adequate Facilities for Weighing"—C. A. Briggs, of the Bureau of Standards, Washington, D. C. Uniform Grades—F. E. Watkins, chairman, Cleveland, Ohio.

Crop Reports—E. T. Custenborder, chairman, Sidney, Ohio.

#### WEDNESDAY, SEPTEMBER 25

Morning Session, 9:30 O'Clock.

Address—"The Wheat Surplus in Australia"—Dr. J. W. T. Duvel, Crop Technologist, U. S. Department of Agriculture, Washington, D. C.

Address—Carl W. Sims, Assistant Federal Food Administrator for Indiana, Frankfort, Ind.

Natural Shrinkage—Henry L. Goemann, chairman, Mansfield, Ohio.

Arbitration Appeals Committee—H. T. Burns, chairman, Buffalo, N. Y.

Arbitration Committee No. 1—C. D. Sturtevant, chairman, Omaha, Neb.

Arbitration Committee No. 2—Elmer Hutchinson, chairman, Arlington, Ind.

#### WEDNESDAY, SEPTEMBER 25

Afternoon Session, 1:30 O'Clock.

Hay and Grain Joint Committee—W. I. Biles, chairman, Saginaw, Mich.

Unfinished Business.

Election and Installation of Officers.

New Business.

Adjournment.



MILWAUKEE MILL OF THE ARMOUR GRAIN COMPANY





## MILWAUKEE The Convention City



TWENTY  
SECOND

JUST a century ago a French Canadian, coasting along the west shore of Lake Michigan, came upon a large crescent-shaped bay lying between two points that reached out toward the lake. He stood up in his little craft to obtain a better view and noticed that three rivers converged and met at the edge of the bay. What a wonderful trading post it would make! In those days traffic was carried largely by water, and here was a point with three natural highways into the interior and the broad lake to carry away the trade. Solomon Juneau landed, the first white man to set foot on the present site of Milwaukee, Wis., and his descendants to this day are among the foremost citizens of the town and the state.

Milwaukee was an established city when Chicago was a scattered prairie town. The advent of railroads boomed the latter sensationally during the second half of the past century, but throughout the years Milwaukee has sustained a steady, healthy growth, which now places her twelfth among American cities. In a large degree it is her port that has made for the consistent growth and progress. The three rivers which join here after flowing through the city's industrial section are the Milwaukee, the Kinnickinnic and the Menomonee.

GRAIN  
DEALERS

On the banks of these streams, are the elevators, warehouses and industrial plants, which receive their coal and raw material largely by water and ship out much of their finished products by these cheaper carriers. Water transportation is open throughout the year, and there are 14 steamship lines, including two car ferries operating across Lake Michigan; three lines of break-bulk steamers; six lines of steamers connecting with the lower lakes, and three lines for shore traffic. The inner harbor is equipped with 29 coal receiving plants, receiving a total of 4,000,000 tons with a capacity of handling 100,000 tons every 10 hours, and with 18 terminal warehouses, with 525,135 square feet of floor space. Total lake tonnage 9,000,000.

In its location Milwaukee is the connecting link between the East and the Northwest and the business of the town is varied in the extreme. One naturally thinks of beer in connection with Milwaukee, but that is the result of cumulative advertising and does not reflect the relative importance of beverages in the industrial life of the city.

The following industries have an annual output of a value in excess of \$6,000,000: Iron, steel and machinery; packed and prepared meats; leather and leather products; coal and wood products; building materials; electric and telephone supplies; flour and mill products; paints and varnishes; millinery and straw goods. So it can be seen that Milwaukee is not at all dependent on beer for her industrial prosperity.

And while we are on the subject of industry let us remember that one of the chief products of Milwaukee is American citizens. A large proportion of the city's population is foreign-born or of foreign extraction, but this is the kind of Americans they become under Milwaukee tutelage: During the recent war campaigns Milwaukee subscribed \$3,000,000 above its allotment of \$14,000,000 on the First Liberty Loan; on the Second Liberty Loan it oversubscribed \$8,000,000; on the Third Loan oversubscribed \$7,930,000. On

ANNUAL  
MEETING

NATIONAL  
ASSOCIATION



HEAD-  
QUARTERS  
HOTEL  
WISCONSIN

SEPTEMBER  
23<sup>RD</sup>  
TO  
SEPTEMBER  
25<sup>TH</sup>  
1918





MILWAUKEE AUDITORIUM, WHICH IS PROBABLY THE FINEST ASSEMBLY AND CONVENTION HALL IN UNITED STATES

other funds the oversubscriptions above allotments were: Red Cross, \$280,000; Y. M. C. A., \$22,000; Red Cross Memberships, \$62,000; K. of C. Fund, \$33,000. There are 13,000 Milwaukee boys in the service and Milwaukee was the first large city to report a complete military registration on June 5. This is a record in patriotism to be proud of.

But it did not need the stimulus of war and the record in its support to make Milwaukeeans proud of their city. Every citizen is a consistent booster, and no town can have its inhabitants back of it without the results being seen. There is a psychology behind it, as was illustrated in that popular play "The Tailor Made Man." A young chap, poor in cash and in spirit, borrowed an expensive outfit, and to carry it off assumed a confidence he did not feel, but presently he found himself in his new environment and turned out to be quite a fellow after all.

Now a city is just like that. If its people have confidence in it and things go wrong, they want to know why. So successive administrations find that progress and efficiency are better fences than political preferment and things get done. This is the case in Milwaukee. As a result its streets, its parks, its public buildings, its utilities and its police force are mentioned when other communities are striving to better their conditions.

This is the city that will welcome the delegates of the twenty-second annual convention of the Grain Dealers National Association on September 23, 24 and 25. For months preparations have been under way to take care of everyone who comes and if the attendance is under 1,500 Milwaukee will be a disappointed city.

But every indication points to a registration well above that number. There are ample reasons for this confidence. Last year at Buffalo the attendance was 1,200. Since then about 500 direct and affiliated members have been added to the Association, most of whom will make an effort to participate in their first convention. In addition to this, the location of Milwaukee, so much nearer the center of grain production and the larger terminal markets, will make it possible for many in the West to attend who could not take the longer trip to New York State. The large markets of Chicago, Minneapolis, Duluth, St. Louis, Kansas City and Omaha are within a night's ride and all of them will be strongly represented. The shippers of the Central and Western States also will take advantage of the opportunity to so easily attend the greatest grain meeting of the year. Fifteen hundred is a high mark to attain, but Milwaukee will almost certainly have that many to take care of.

Milwaukee is next to the largest freight contributing point on three great systems of railway, the Chicago, Milwaukee & St. Paul, 10,392 miles; the Chicago & Northwestern, 10,169 miles; the Soo Line, 3,977 miles; and is an important terminal of the Grand Trunk system, 8,541 miles, and the Pere Marquette lines, 2,319 miles. An outer belt line is maintained by the Chicago & Northwestern, and another is contemplated by the "Milwaukee" road. These roads present the finest kind of passenger facilities and no Association member, no matter where he is located, will have difficulty in finding a convenient train and excellent service to bring him to his destination.

At a three-day convention there is always ample

time to see something of the city and its surroundings and to sightseers Milwaukee offers much. In the center of the city is the City Hall with its beautiful Campanile Tower which can be seen from all directions. Radiating from here are business streets with beautiful shops and tall office buildings and boulevards, four miles in length, which connect the parks in all sections of the city. The parks are attractive and beautifully kept and have a combined area of 922 acres within the city limits and 320 acres outside. The bay, viewed from Juneau Park in the heart of the city, is often compared by world travelers to the Bay of Naples.

A drive through Milwaukee's shaded streets reveals a greater percentage of homes than any town of its size can boast. And many of them are far above the average, splendid examples of America's best in domestic architecture.

This architectural fitness and artistry is carried out in many of the public and commercial buildings. The Milwaukee Auditorium is one of the finest convention buildings in the country. Its main hall seats 10,000 and six smaller halls have a capacity of from 500 to 1,500 each, so that several conventions can be accommodated at the same time. The clubs, the churches, the schools and the public library are all well worth a visit, and many of the factories and industrial plants are models of their kinds.

The banks in Milwaukee are as strong in their management and resources as are the splendid structures that house them. The Wisconsin National Bank has a capital and surplus of \$3,000,000 and deposits of \$35,963,754.56. The Second Ward

Savings Bank, with its two branch banks, has a \$1,000,000 capital and \$700,000 surplus. The First National Bank is one of the strong financial institutions of the Middle West. It has a capital and surplus of \$4,000,000.

The hotels of Milwaukee are what one might expect in a city so admirably adapted to entertain large conventions. The Hotel Wisconsin, headquarters for the grain meetings, is a new fireproof house of 500 rooms. It is located on Third Street, near Grand Avenue, and the rates are \$1.50 and up. The Hotel Pfister, Wisconsin and Jefferson Streets, has long been noted for its excellent service and appointments. Rooms may be had at \$2 and up. The New Plankinton Hotel at West Water and Sycamore Streets is a splendid house, new and modern in every respect; rates \$1.50 and up. The Republican House at Third and Cedar Streets is one of the old hotels of Milwaukee, but its service is up-to-date and rooms comfortable; rates \$1.25 and up. The Hotel Medford at 119 Third Street, \$1.25 and up; and the Hotel Miller on Third near Grand Avenue, \$1.50 and up, are under the same efficient management and are convenient to headquarters. All of these hotels and many others will make your stay comfortable and pleasant. They will extend to all guests a royal welcome, giving the courteous treatment and willing service for which Milwaukee hostelrys have long been noted among all travelers. But the official greeting will, of course, come from the Chamber of Commerce.

## THE MILWAUKEE CHAMBER OF COMMERCE

The Chamber of Commerce of the City of Milwaukee was organized in 1858 under the laws of the state, as a result of the growing business of the market and the need of some permanent body that would enable the merchants to work together under regulations that would improve trading conditions at the port. For 10 years the organization operated under its original charter, but in 1868 a special charter was obtained, which, with a few minor changes, is the same as that under which they operate today.

An estimate of the ideals which influenced the older traders on the market can be made from the preamble to the rules:

"The object of this association shall be to promote just and equitable principles in trade, to correct abuses, to establish and maintain uniformity in the commercial usages of the city, to acquire, preserve and disseminate valuable business infor-



JUNEAU PARK ON THE LAKE FRONT, WITH LEIF ERICSON MONUMENT IN FOREGROUND





H.W. LADISH  
*President*

*The*  
Milwaukee Chamber  
of  
Commerce  
*and*  
Those Who Direct  
*its*  
Activities.



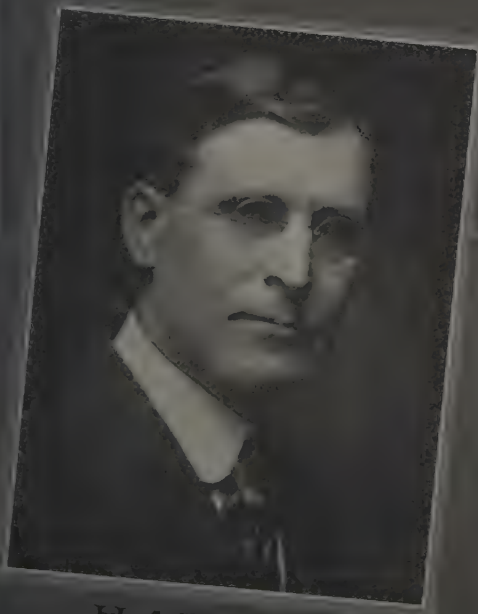
H.H. PETERSON  
*First Vice Pres.*



M.H. LADD  
*Weighmaster*



A.A. BREED  
*Chief Grain Insp.*



H.A. PLUMB  
*Secretary*



H.M. STRATTON  
*Second Vice Pres.*



mation, and to support such regulations and measures as may advance the mercantile and manufacturing interests of the City of Milwaukee."

That this spirit has guided the course of the Chamber since it was founded is proved by its prosperity and the high standing of the market throughout the country.

The president of the Chamber at the present time is H. W. Ladish, the live-wire vice-president of the Stratton-Ladish Milling Company. H. H. Peterson of L. Bartlett & Son Company is first vice-president; H. M. Stratton of the Donahue-Stratton Company, second vice-president; and H. A. Plumb, the old stand-by that no one would know how to do without, secretary.

The Directors are: Albert R. Taylor, J. F. B. Buerger, Wm. A. Hottensen, Hugo Stolley, A. R. Templeton, F. J. Coughlin, Wm. F. Schroeder, Jas. T. Mallon and L. L. Runkel.

#### THE WEIGHING DEPARTMENT AT MILWAUKEE

All the elevators and other plants where grain is received are under the supervision of the Chamber of Commerce so far as weighing and inspection are concerned.

The Weighing Department for many years has maintained a high standard of efficiency. Not only do the assistant weighers supervise the weighing of grain, but also make a complete record of car condition and seals, see that cars are properly cleaned out, and maintain a strict policing of the yards to prevent grain from being stolen. Two scale inspectors are constantly employed to test the accuracy of the scales in the market, and the weighing fees are fixed so that they barely cover the cost of the service, no profit being shown by the Department.

M. H. Ladd is the chief weighmaster and has been connected with the Chamber of Commerce for many years. He has made a reputation during his term of service extending far beyond the confines of the state, and has the unfaltering confidence of receivers and shippers who have business with the Milwaukee market.

#### INSPECTION DEPARTMENT

The grain received in Milwaukee for inspection is handled much more rapidly by the Milwaukee Chamber of Commerce, Inspection Department, than in a great many other markets as all the grain is placed in two sampling yards. The Milwaukee Road yard is located two miles from the Chamber of Commerce Building, while the Northern yard is five miles away, enabling the Inspection Department to sample and inspect all grain, placed in the sampling yards during the night, the following forenoon. The grain samplers all begin the day's work at 6 in the morning and samples of all grain sampled up to 7:30 are delivered to the office for inspection at 8 o'clock. These cars are graded and are ready for the trade by 10 o'clock, and the grain sampled between 7:30 and 9 arrives at the inspection office at 9:30 and is inspected and ready for the receivers at 11:30. All grain sampled and inspected after this hour is dated and samples held for the following day. The collections of samples from the grain yard is made by an automobile truck, which makes three trips to the grain yards each day and two trips to the elevators. The inspectors are all licensed men and are equipped with all the latest apparatus recommended by the Federal Department for determining the proper grades of grain submitted to them.

A. A. Breed, chief grain inspector for the Milwaukee Chamber of Commerce, has been serving the grain trade of Milwaukee for 21 years. Serving the first five with the Weighing Department, then two years as sampler and five years as a deputy grain inspector under F. D. Hinkley, and is now serving his tenth year as the chief inspector of the Milwaukee Chamber of Commerce. The Inspection Department has been kept up-to-date in every respect, growing with the increasing business from a force in 1909 of two inspectors and two

samplers, to nine inspectors, 10 samplers and seven clerks.

#### THE LEADING GRAIN FIRMS AND MACHINERY COMPANIES

Milwaukee has 36 firms that deal in grain, seeds and hay, and the receipts in the market have increased from 5,827,007 bushels in 1858; 14,833,045 bushels in 1868, to the present formidable amount which passes the inspectors of the Chamber.

#### DONAHUE-STRATTON COMPANY

Among the leading firms the Donahue-Stratton Company holds a high place. This firm was organized in 1910 with P. P. Donahue, president, and H. M. Stratton, vice-president. Their office is at 410 Mitchell Building and they operate Milwaukee Elevator "A," which they leased in 1912, and have a half interest in the Rialto Elevator. They do a general business in all kinds of grain.

Mr. Donahue was at one time president of the Chamber of Commerce and is a director of the

ness with branches in Chicago and some of the smaller markets of Iowa and Nebraska. He operates the Chicago & Northwestern Elevator "B" in Milwaukee.

J. M. Hackler is the general manager of the Milwaukee branch. He had no experience in grain, having spent his business life in the banking business at Gregory, N. D., but Mr. Updike's confidence in him has been amply justified, for in the two years the Milwaukee branch has been established he has worked up a very large general receiving and shipping trade, constantly growing stronger in the estimation of Wisconsin traders.

#### TAYLOR & BOURNIQUE COMPANY

The Taylor & Bournique Company is the successor to Fagg & Taylor, which was organized in 1906 and was one of the best known firms on the Milwaukee Exchange. Two years ago on the retirement of Mr. Fagg, the present firm was organized with A. K. Taylor, president; L. G. Bournique, vice-president and treasurer; and Albert R. Taylor, secretary. The firm has branch offices in Chicago, New York, Boston, Buffalo, Philadelphia and Sioux City, and is a member of the exchanges of all those cities and the Minneapolis Chamber of Commerce.

A. K. Taylor was born in Rome, N. Y., and came to Chicago in 1881, entering the employ of Armour & Co., as office boy. He continued with them until August, 1906, occupying various positions, the last of which was manager of the Milwaukee Elevator Company.

L. G. Bournique left the banking business to engage in the grain trade, having been vice-president of the Wisconsin National Bank of Milwaukee when the present firm was established.

#### ALLIS-CHALMERS MANUFACTURING COMPANY

A firm as well known to the grain trade as those actually engaged in handling cereals, is the Allis-Chalmers Manufacturing Company. This firm makes all kinds of milling and grain handling equipment and also a varied line of power machinery, both steam and electric. Their electric motors supply power in many of the Milwaukee elevators, including the Chicago & Northwestern Elevator "A"; Chas. A. Krause Milling Company; Daniel D. Weschler & Sons; the Kurth Malting Company; and the Jos. Schlitz Brewing Company.

Many of the finest mills and elevators in the country have been equipped by the Allis company, whose enormous plant is located in Allis, a suburb of Milwaukee. Ordinarily convention visitors would receive a royal welcome at the plant, but the great amount of Government war material now under construction there, rather discourages visits.

#### CHAS. A. KRAUSE MILLING COMPANY

One of the largest consumers of grain in Milwaukee is the Chas. A. Krause Milling Company which for many years has manufactured complete lines of feed for live stock, and since the war began has been milling corn for human consumption. Already their Amerikorn Products have an established reputation, and with a reason, for in the process every kernel of corn is sterilized and the meal and flour is ground under such conditions of hygienic cleanliness and in such attractive surroundings that the product reflects the conditions under which it was made.

Chas. A. Krause for two terms was president of the Milwaukee Chamber of Commerce and is now president of the National Association of Corn Millers, and is one of the acknowledged authorities on all subjects relative to feed manufacture and corn milling. He is a live, aggressive factor in the Milwaukee market and his great plant covering something over six acres is a rapacious consumer of millions of bushels of white corn.

#### COURTEEN SEED COMPANY

The pioneer of the seed business in Milwaukee was S. G. Courteen, who started in business under



WALLACE M. BELL  
General Chairman Convention Committees.

Grain Dealers National Association. He is one of the strong figures in the trade and is known wherever grain is bought or sold. He is also president of the Stratton-Ladish Milling Company, a new organization, started early this year. This is getting back to first principles, for Mr. Donahue started out as an operative miller many years ago. Then he worked in the flour and wheat department for Charles A. Low, but three years before the formation of the present firm he was in business for himself, handling grain, flour and feed.

Mr. Stratton is one of the most aggressive and progressive members of the Chamber, and besides his connection with the grain firm is treasurer of the Stratton-Ladish Milling Company.

The Donahue-Stratton Company is also a member of the Chicago Board of Trade and the Minneapolis Chamber of Commerce.

#### UPDIKE GRAIN COMPANY

The Updike Grain Company on the second floor of the New Insurance Building is a comparative newcomer in Milwaukee, although an old and well-established firm. N. B. Updike of Omaha is the owner of the business and has his headquarters in that city. He has \$2,000,000 invested in the busi-



his own name in 1892. The Courteen Seed Company was incorporated in 1913 with S. G. Courteen president. Specializing as they have for so many years in clover, timothy and grass seed, they have not only become known from coast to coast, but have perfected a remarkable organization for gathering in seed from wherever it may be produced, and establishing distributive outlets for the products.

The large plant at Milwaukee and the one at Twin Falls, Idaho, is completely equipped to put any kind of seed into its most desirable condition to insure germination. This is just part of the Courteen service which permeates every branch of the business and makes of every customer a real friend. The company is always in the market for seed which it buys on sample, and has always a supply of almost any variety for instant delivery.

#### E. P. BACON COMPANY

E. P. Bacon, the founder of the E. P. Bacon Company, went to Milwaukee over 50 years ago and engaged in the grain commission business. In 1908 he incorporated the E. P. Bacon Company and headed the firm until his death two years ago. At the present time J. J. Crandall is president and treasurer, and F. A. Bacon is vice-president.

Mr. Crandall has been connected with the firm for 35 years and is vice-president and director of

are turning it into a corn mill and rye mill, with a capacity of 3,000 barrels of corn flour and 1,000 barrels of rye flour per day.

This will mean a large consumption of white corn and rye and will greatly enhance Milwaukee as a market for these grains.

This firm which has for its officer, P. P. Donahue as president; H. W. Ladish, vice-president; Stuart Hyde, secretary; and H. M. Stratton, treasurer, is composed of men of large experience and wide acquaintance throughout the grain and milling trade.

The company will also manufacture a full line of mixed feeds, such as horse feed, dairy feed, stock feed and poultry feeds.

Besides having mills equipped with the most modern and up-to-date machinery, the company has a grain elevator of 850,000 bushels capacity, as well as large warehouse storage. This, combined with the splendid railroad facilities, puts them in an unusually fine position to take care of shipments.

#### RUNKEL & DADMUN

The firm of Runkel & Dadmun is composed of L. L. Runkel and E. H. Dadmun, both of whom were in the grain business for many years with Robert Eliot & Co., and, with Mr. Sullivan, succeeded this firm in business in 1901, under the name of Runkel, Dadmun & Sullivan. Mr. Sullivan died in 1909, and

years, being also at the head of the P. C. Kamm Company, well known grain shipping firm, an organization which was established by him 27 years ago.

Conrad C. Kamm, vice-president, while still a young man, is well known among the many grain buyers here, having been in almost daily contact with them for the past six years.

Edw. J. Morgan, secretary, in joining this organization, brings with him 15 years of experience in the grain commission business, having been formerly connected with the L. Bartlett & Sons Company.

#### W. M. BELL COMPANY

At No. 303 Mitchell Building visitors will find W. M. Bell, president of the W. M. Bell Company and one of the best known grain men in the United States, having been president of the Chamber of Commerce and on the Board of Directors of the Grain Dealers' National Association.

The Bell Commission Company was organized in 1897, but was later reorganized under its present name, with W. M. Bell, president; Robert G. Bell, secretary, and W. A. Hottensen, vice-president and treasurer. They do a strictly commission business in cash grain and seeds.

Mr. Bell, after graduating from Princeton a year after President Wilson, started in the grain busi-



ARTIFICIAL LAKE IN WASHINGTON PARK, MILWAUKEE



GRAND AVENUE, MILWAUKEE, LOOKING WESTWARD

ness in Chicago with the Foos & Strong Company and then with Pope & Eckhardt. He went to Milwaukee and for eight years was with L. Bartlett & Son before starting in for himself.

#### L. BARTLETT & SON COMPANY

The L. Bartlett & Son Company was organized in 1867 by L. Bartlett and Max Zinkeisen under the name of Bartlett & Co. It was changed to L. Bartlett & Son in 1886 and incorporated under its present name in 1901 with H. H. Peterson, president, and E. H. Hiemke, vice-president and treasurer. They do a strictly cash business in all grains and buy and sell on commission. Recently a Chicago office was opened with H. J. Mayer as manager.

H. H. Peterson has been with the firm since 1889, starting in as stenographer. He became secretary-treasurer when the company was incorporated, was made vice-president in 1905 and president in 1911.

Mr. Hiemke connected with the company in 1901 and took the positions vacated by Mr. Peterson in 1905 and 1911.

#### STRATTON-LADISH MILLING COMPANY

Milwaukee's importance as a milling center in the white corn and rye market has been greatly increased by the formation of the Stratton-Ladish Milling Company. They have taken over the Bay View plant of the American Malting Company and

the business has since been continued under the firm name of Runkel & Dadmun. Both members of the firm are competent grain men, and with the assistance of first-class salesmen and clerks in every branch of the business, are in position to give the very best service to grain shippers.

They are located at No. 300 Mitchell Building, and do a receiving commission business in all grains. Mr. Dadmun was on the Board of Directors of the Chamber of Commerce for 12 years, and Mr. Runkel is on the Board at the present time.

#### P. C. KAMM COMPANY

The P. C. Kamm Company, at 406 Mitchell Building, was started by Mr. Kamm in 1890. At that time he had been in the grain business in Milwaukee for 12 years and he was probably the first man there to establish a regular shipping business.

In 1913 the P. C. Kamm Company was organized with P. C. Kamm, president; G. W. Cruse, secretary and treasurer, and C. C. Kamm, vice-president.

They operate the P. C. Kamm Elevator which is one of the most modern houses in the city, with a capacity of 200,000 bushels.

#### MILWAUKEE GRAIN COMMISSION COMPANY

One of the newest firms in the city is the Milwaukee Grain Commission Company, a name chosen because it designates exactly the location and the field of work of the company. While the company is young, the members and organizers are old and tried in the grain business.

P. C. Kamm, president and treasurer, has been connected with the grain trade for a number of

ness in Chicago with the Foos & Strong Company and then with Pope & Eckhardt. He went to Milwaukee and for eight years was with L. Bartlett & Son before starting in for himself.

Robert G. Bell is now in France with the U. S. Base Hospital Corps No. 22. He enlisted in December, 1917, and was sent across some time ago.

#### BUERGER COMMISSION COMPANY

The firm of John Buerger & Co. was established about 40 years ago and continued under that name until 1913 when it was incorporated as the Buerger Commission Company, with J. F. B. Buerger, president; A. J. Riebs, vice-president, and C. F. Coughlin, secretary. It is located on the fourth floor of the Mitchell Building and does a consignment business in grain and seeds, with branch offices in Chicago and Minneapolis.

Mr. Buerger was formerly connected with the Berger & Crittenden Milling Company, and is now a director of the Chamber of Commerce and president of the Brook Trout Hatchery at Lomira, Wis., where millions of fish are hatched and raised annually.

#### CARGILL GRAIN COMPANY

The Cargill Grain Company of Minneapolis has been represented at Milwaukee by A. L. Jacobs, manager, for only four years, but already it ranks among the leading receivers at the market. The handling of consignments of grain and seeds is in the hands of experienced men who know the importance of carefulness in details of every branch.

Besides the headquarters office in Minneapolis,



the firm is represented at Chicago and Duluth. One elevator in Minneapolis, two in Duluth and one at Green Bay, Wis., gives them unusual facilities for taking care of grain to the best advantage.

## HENRY RANG & CO.

Henry Rang & Co. was organized at Chicago, in 1861, as Henry Rang & Son. In 1914 the firm was reorganized, taking the present title with Henry Rang, president; Hugo Stolley, vice-president; E. M. Larson, secretary, and Joseph J. Corbett, treasurer.

The Milwaukee office was opened in August, 1914, with B. S. Ellsworth in charge. Mr. Ellsworth died two months later and was succeeded by Hugo Stolley as branch manager. Mr. Stolley, prior to coming with his present company, was with the Davenport (Iowa) Elevator Company for 25 years, having been manager for four years. He is a director of the Milwaukee Chamber of Commerce and chairman of the Finance Committee.

## LYMAN-JOSEPH GRAIN COMPANY

The Lyman-Joseph Grain Company was organized in 1914 with the principal place of business at Milwaukee. The company operates a 300,000-bushel modern elevator on the C. & N. W. tracks in the city of Milwaukee, which elevator the company pur-

the invitation of the management, at Milwaukee, to submit offers of choice milling oats.

## FRASER-SMITH COMPANY, LTD.

The Fraser-Smith Company, Ltd., has been represented at Milwaukee for the past three years, on the fourth floor of the Chamber of Commerce. The firm was organized at Minneapolis 12 years ago with a branch at Duluth. A. F. Flanagan was made manager of the Milwaukee branch. He had only been with the company a year although he had had years of experience in grain at St. Johns, Minn. The Milwaukee branch started off with such rich promise that the company was reorganized with M. W. Smith, president; J. F. Fraser, vice-president and secretary, and A. F. Flanagan, treasurer.

The firm does a receiving commission business in all kinds of grain and has found that shippers of the Northwest are more and more inclined to ship their grain to Milwaukee.

## M. G. RANKIN & CO.

For more than 21 years M. G. Rankin & Co. has been doing a receiving and shipping business in all kinds of grain, their office being at 20-21 Chamber of Commerce. The firm consists of M. G. Rankin and C. B. Pierce.

Not the least part of the business of the firm is

as Iowa traveling representative of the E. P. Bacon Company.

## DEUTSCH & SICKERT COMPANY

The Deutsch & Sickert Company was organized about 20 years ago with H. Deutsch, president; O. R. Sickert, secretary and treasurer, and Anton Felton, vice-president, in charge of the hay department.

The firm does a jobbing business in feeding stuffs including wheat, rye, barley, corn and oat feeds, and cotton seed and linseed products. They buy great quantities of alfalfa and prairie hay and ship timothy, clover and clover mixed. They are prominent members of the National Hay Association as well as the Chamber of Commerce.

## THE FRANKE GRAIN COMPANY

For more than 25 years the Franke Grain Company has been doing a general grain and feed business in Milwaukee, for the past 16 years under the present name.

H. F. Franke, Sr., has charge of the cash grain department; consignments are taken care of by W. C. Kopplin, and E. La Budde heads the feed department, handling all kinds of mill feeds and is also agent for Douglas Corn Gluten Feeds. Both Mr. Franke and Mr. La Budde have sons in the army: H. F. Franke, Jr., is now in France, and Roy La



HIGH BRIDGE CROSSING "THE VALE" IN LAKE PARK



POLAR BEAR DEN AT WASHINGTON PARK

chased in the spring of this year. The officers of the company are: Irving C. Lyman, president; Erwin H. Saeger, vice-president; Burton Joseph, secretary and treasurer.

Recently the company has opened a branch at Chicago, becoming members of the Chicago Board of Trade. The company has opened offices in the Traders Building under the management of E. H. Saeger, and now makes shipments of all kinds of grain from Chicago as well as Milwaukee.

The Lyman-Joseph Grain Company does a shipping business, handling corn, oats, rye and barley.

## ARMOUR GRAIN COMPANY

Armour's Oats are made in Milwaukee. The Milwaukee mill of the Armour Grain Company is elsewhere illustrated in this issue. All purchases are handled by the Milwaukee office of the Armour Grain Company. Mr. James Mander is the manager, located at 1527 First National Bank Building.

Armour's Oats are milled the year around because of constant public appreciation of their supreme quality, hence the mill is in the market at all times for choice milling oats which usually command a premium at Milwaukee.

Although Armour's Oats has been on the market less than two years they are nationally known for their quality and because "They cook in 10 to 15 minutes."

An interesting reflection of the popularity of Armour's Oats is seen in the constant full operation of the mill at Milwaukee.

Armour's Oats are widely advertised and widely distributed and their popularity makes worth while

in shipping feeds. They deal in brewers' grains, malt sprouts and substitute feeds, shipping to all points in Wisconsin and Illinois and to many of the Eastern cities.

## J. V. LAUER & CO.

Seventeen years ago J. V. and A. E. Lauer, brothers, came to Milwaukee and organized the firm of J. V. Lauer & Co. They had been brought up in the grain business by their father and had operated country elevators at several points in Wisconsin. They do a strictly commission business, handling all kinds of grain.

J. V. Lauer has been a member of the Chamber of Commerce for about 26 years and is now president of the Receivers' Association, having previously been on a number of different committees. Both brothers are well known among Wisconsin shippers.

## HENSEY & OWEN

The firm of Hensy & Owen was organized as a partnership in 1916, both members having been identified with Milwaukee grain interests for many years. They do a commission business in all kinds of grain, but do not buy for their own account.

O. C. Owen joined the Chamber of Commerce in 1890 when the firm of Owen & Bro. was organized. He kept a working interest in this company until 1910, when he organized the firm of O. C. Owen & Co., which gave way to the present firm when John Hensy became a partner.

Mr. Hensy started 40 years ago as an apprentice in a flour mill, but left that occupation to enter the employ of several malting houses, later acting

Budde is an instructor in the artillery at Charleston, S. C.

## MOHR-HOLSTEIN COMMISSION COMPANY

John B. Meigs, G. C. Holstein and M. Campbell organized the Mohr-Holstein Commission Company in 1891, holding the positions respectively of president, vice-president and general manager, and secretary-treasurer. Mr. Meigs has traveled through the Northwest for over 25 years and probably no grain merchant is better known to the shippers of that territory than he.

The firm is located in Room 29, Chamber of Commerce, and handles grain, seed and screenings, having no specialty except satisfying customers.

## MILWAUKEE HAY COMPANY

Five years ago C. W. Lawrence organized the Milwaukee Hay Company which deals exclusively in hay and straw and is a decided factor in those commodities on the Milwaukee market. He has been connected with the Chamber of Commerce for 16 years and for 11 years has been identified with the hay trade. The company is located at 328 Broadway.

## LAMSON BROS. & CO.

The house of Lamson Bros. & Co. was started in Chicago by L. J. Lamson in 1874 with a capital stock of \$3,000. Now the company has over 200 employees and 50 branch houses, not the least important of which is the Milwaukee office, under the management of Wm. Young, Jr. During the convention period, Mr. Young will operate a wire in Parlor "C" of the Hotel Wisconsin, for the benefit of the delegates.



## A Grain Elevator Tour in War Time

## No. 10—More About Memphis Elevators

BY JAMES F. HOBART

**D**ID you ever participate in a real, old fashioned down-country elevator rat hunt? Well, if you have not done so you know not what you have missed in the way of fun, and escaped in the way of hard work! It's fun for the hunters—and sometimes for the rats, when they have the hunters guessing, popping into one hole, out of another and sometimes between the feet of the hunters, and away again before the latter know which way to turn.

Rat hunting in, the Bluff City Elevator at Memphis appears to be about like saving money, as practiced by a certain Universalist preacher some years ago in Minneapolis. His wife had long been urging him to save some money from his salary and for that purpose, said preacher announced to his congregation the determination to "take a day off and save money!"

At the Bluff City Elevator, when it was built, everything was made "rat-proof" with concrete; but a few rats got in before the workmen's rubbish had been all cleared out, so all hands "took a day off" and killed every rat in the elevator. Each and every bit of sacked stock was moved, everything moveable was shifted and the vermin cleaned out of every hiding place. Whenever holes were found, some "dope" was placed therein, the outer end of each hole closed with concrete and no more rats were found in that elevator.



SWAT THESE ENEMIES

According to Government regulations, all sacks are stencilled with the weight of the contents thereof, but the address is attached by means of tags instead of by stencilling. This practice was followed in loading all "trap" cars and as stated by Superintendent Jefferson, a good deal of trouble was taken to load the cars with those sacks first which were to be unloaded last.

"Much time is lost and shipments are frequently sent wrong and only partly delivered," said Mr. Jefferson, "because of the cars having been loaded improperly, with a dozen consignments, and some of the first to be delivered being partly placed in the far portion of the car. Then, when the train hands hunt for the stowed away sacks, they are mighty sure to 'ball up' all the other shipments. A Philadelphia lawyer would fail to find the right sacks after the car had been once stirred up by a hunt for hidden packages early on its journey.

"We never keep any filled sacks on hand," continued the superintendent, "therefore we never have any sacks to leak or for vermin to burrow in. We have such good shipping methods that we have no need to keep grain sack-stored. From one of our automatic weighing scales we can load five 160-pound sacks of oats per minute.

"To handle these sacks and pack them in a car, requires from five to six men. One man at the scale,



THE BLUFF CITY ELEVATOR, MEMPHIS, TENN.

two sewers, and two to three men in a car. When the sacks are being piled low, and near the door, two men only are required, but when we have to pile the sacks very high as in certain cars, and particularly when the piling is to be done in the far end of the car, a long distance from where the sacks fall from the chute, then we use the third man whom we call a 'kicker'!"

The kicker steps behind the sack as it is raised by two men and gives it a quick, hard push which sends the sack upward to the top of the pile a good deal easier than it could be thrown up there by the two men who normally trim all of the cars. The kicker might well be called a booster same as the electrical people name a machine which they place in a circuit and with it, drive up the E. M. F., a number of volts to make up for the fall on long transmission lines.

But, booster or kicker, the third man does the trick and the handling of 160-pound sacks is no small matter when it has to be followed hour after hour until from 12 to 20 cars have been loaded each day!

"Raise a colored man's pay and start something," seems to be a pretty true saying down South where the colored men are relied upon almost entirely to do all the laboring work. "When a negro's pay is raised," I was informed, "there is trouble right away for the reason that he won't work as many days in each week as he did before his pay was boosted, and we have no end of trouble when we give the men a raise. Strange, isn't it, what a little prosperity will do to a man?"

But the negroes are excellent workmen at the



WHY NOT HAVE THE "KICKER" GIVE KAISER BILL THE FINAL SENDOFF?

Bluff City Elevator—when they want to work—and one man who was sewing oat bags at the time of my visit, certainly was a handy lad with a burlap needle. The gait was 2½ sacks per minute for each man to sew and slide into a chute. And more often than otherwise, this man 'cribbed' the extra half-sack and sewed three sacks to the other man's two!

"I like to have the negroes borrow during the week from what is coming to them," remarked Superintendent Jefferson. "When a colored man has a whole bunch of money coming to him Saturday night, it is a sure thing that he will not work on Monday. But where he draws a lot of his money during the week, he is sure to be right on hand, for he has not enough money to last him long enough to take a day off. So, he is on hand and wants to get a little ahead so he can borrow against it again. I always keep enough money on hand to accommodate all of the men who want to borrow. Then they all make nearly full time."

\* \* \*

"Some people seem to think that running a small elevator must be about like playing at work," I was told while at the Memphis elevator. "But the manager of a large elevator has three times as easy work as does the manager of a small jobbing elevator. In the large one, where only carload lots are handled, and where there is plenty of storage room, why, the work is just a cinch!

"But in a small elevator, there is sometimes no place to put stuff, cars have to be unloaded and loaded right out again—often trap loads at that,



A BIT OF "PIED PIPER" STUFF

making it necessary for someone to be right over the shipment all the time in order to make sure that it is billed right and loaded right, with far shipments at the bottom and far ends of the car."

"And then, suppose the car roof leaks and some small customer has his consignment damaged by water. What happens then? The little fellow 'puts up a holler,' then he sits right down and does nothing with both hands. And right here is where we get ours. Were it a large shipment, or to a large concern, we would be taken care of, but the little fellow simply lays down and does nothing at all, and all we can do is to take our medicine and swallow it the best way possible! It's hard, and that's about all there is to it, where a small order of 50 to 100 sacks of oats gets wet! Why, the holler which one of those little fellows puts up seems to be in an inverse ratio to the size of his order!

"Yes, we have a number of Government orders at this elevator and we keep some bins stocked with grain for such orders. We send a good deal of oats and corn to Camp Shelby and there is a Government Inspector right here at the elevator when Government goods are being sent out. Oh, yes, we always get along with the inspectors, all right. They are easily satisfied if they see that a man tries to live up to their requirements, and any



little differences which may come up between us and the inspectors are quickly adjusted by the use of a little horse-sense and a spirit, on our part, of trying always to do just what is right. And, let me tell you, Government inspectors, as well as other men, are very quick to see and to appreciate that every time.

"We shell considerable corn here, during the proper season," said the superintendent, "and we get considerable good red-cob white corn, too, and that, I think, is the best corn to be had."

"What is the red cob business, anyway, and why is that kind of corn better than other kinds?" I asked.

"Red cob corn comes more from the South than from the North. It has a chance in the South to ripen naturally, while in the North, either the frost gets a chance at the corn or the ears are pulled before they are quite ripe. Again, in the North there is a strong tendency to pluck the ears before they are fully matured and to use the corn stalks and leaves as forage or for ensilage.

"But in the South, when the ears are allowed to stay on the stalks and are only pulled when dead ripe, the corn certainly is at its best, and then the red cob variety shows up at its best and seems to me to be the best kind of corn to be had. Yes, I mean the white flint corn, which grows upon cobs which are red when fully ripe. I don't mean red



TRAVELING ON THE PENITENTIAL ROUTE

But, alas—another case of reckoning without the host—the car did *not* stop there on its return trip and I had the pleasure of walking an eighth of a mile to the nearest "white post" with a long, weary hour to do the 40 rods of walking in!

I was so disgusted at this "left at the track" episode, that I would not even go back to the elevator for another look at the famous cat of which the establishment boasts. Some cat that, according to the "near-sworn" statement of the superintendent of the elevator who vouched for the story that during a recent "clean-up" of the elevator rats, the cat in question was found trying very hard to get underneath a pile of car doors which chanced to be lying on the floor of the elevator house.

The pile of doors was lifted at one edge and the cat disappeared underneath with a fierce scramble, then—silence. When the pile of doors was finally removed, the cat was revealed, crouched in a heap on the floor, with four mice in her possession. Two in her mouth and one under each fore paw! The cat had the mice caught, all right, but she could not get away with them, for if she moved a paw, a mouse would get away, and there puss crouched, unable to move foot or mouth. But she surely was "some cat" all right! And Superintendent C. C.



EFFECT OF A RAISE IN WAGES

ears of corn. That is a Northern institution, pertaining almost entirely to Yankee Land, and I almost believe that some enterprising young Yankee invented the read ear so as to get a chance to kiss his best girl at the husking bees which are so common in that part of the country. But, alas, the corn-sheller is all the husking bee which we have around here, and one never gets to see the red ears in that machine, even if there are any red ones!"

\* \* \*

Down in Memphis there are lots of things which interest the grain man, and not the least is a little elevator which seems to have been side-tracked 2 or 3 miles from town, where the Raleigh Springs trolley crosses the Belt Line Railroad.

That little elevator, although not much to look at from the outside surely is a case of hustling "get-there" and corn! This is the Municipal Elevator, owned by the East Saint Louis Cotton Oil Company.

It was found easy, very easy, to get to the little elevator, the interurban electric train stopped right in front of the elevator. But what a time was experienced in getting away again after my visit. My grandfather always advised me to "look for a thing where I lost it," but that rule evidently doesn't work with the hourly Raleigh Springs Interurban trains. Alighting from the car at a railroad crossing, it was very naturally expected that the car could be boarded on the other side of the steam track upon its return trip.

Goode submitted that the cat had a record of 18 rats and mice killed by her in a single 24-hour day!

\* \* \*

A good deal of corn in the ear was handled by this elevator, which receives corn almost exclusively. It was stated that ear corn is very hard to unload, more men being required for that work than either wheat or shelled corn. A new cornsheller, with a capacity of 500 bushels of shelled corn per hour is to be installed before the next crop comes along and a 20-foot elevator leg will be installed to feed the corn sheller. When this machinery shall be in place, it expected that the unloading and handling of ear corn will be greatly facilitated and done with less manual labor than at present.

"What's the matter with all the corn shellers?" asked the superintendent. "We have had two new ones and they go all to pieces in a short time. And when a corn sheller is running, it makes as much noise as a country saw-mill. What is the matter with those machines, anyway?"

I have observed similar troubles in other elevators and after as close observation as possible without making a regular test, I have become convinced that corn shellers are run at too high a speed for the manner in which they are constructed. Therefore they shake themselves to pieces in a short time. Corn shellers, to run at the speeds usually operated, seem to be in need of a little better distribution



GIVING IT THE FEDERAL "ONCE-OVER"

of metal, so that they will run smoother, in better balance, and not loosen each and every bolt and bearing. Many of the shellers now in use would run more smoothly at a slightly lower speed and their shelling capacity would not be reduced very much.

There is a certain speed, for almost every machine, at which speed that machine will run smoothly and do its best work and each machine should be run at that speed and at no other. It does not pay to overspeed machines in the hope of obtaining a bit more work from them. Instead of more average work, even if the machine does accomplish more at the higher speed, there will be a loss of capacity and in machine depreciation, due to overspeeding. Such a loss is not usually made up by the increased output while the machine remains in commission. Therefore, go slow with the corn shellers and do more average work and have the machines in good condition all the time.

\* \* \*

"We shall put in a new drier before next corn-time," was the statement made by Superintendent Goode. "It has cost us at least \$2,000 to handle musty and hot corn the past season, and we propose to be ready for that sort of thing in 1918. Why, we have had to run corn all over the elevator and fill the floor full, time after time. Some cars came to us in which the grain had started to germinate.

LOOK OUT FOR CAR	
FOR	
Bluff City Grain Co.	
Initial _____	(Transferred into) _____
No. _____	Initial _____
Contents _____	No. _____
Weight _____	(Date Unloaded) _____
Grade _____	Weight _____
(Shopper) _____	
Date _____	
Frt Rate _____	
Elevator Weight _____	
REMARKS:	
_____	
_____	
_____	



September 15, 1918

and a short distance below the surface of the grain there was heat enough to cook eggs!"

It was stated that the elevator with a capacity of about 25,000 bushels of grain, had handled upwards of 800,000 bushels of corn since it had changed hands in October, 1917. The elevator was formerly owned by Messrs. Trenholm & Kalp, but was acquired by its present owners on the date mentioned above.

\* \* \*

I was advised that the cotton oil concerns in the vicinity were taking steps to go into the manufacture of sweet feed, which seems to be gaining ground fast and becoming more and more an article of permanent manufacture. By adding elevator and storage equipment, the cotton oil people can use their waste and by-products to mighty good advantage and put a crimp in the profits of the people who now purchase the cotton oil products to use with the grain products which they handle. Seems as though cotton oil people would have a little the best end of the bargain after they get their elevator and milling equipment installed, for they will be able to procure oil products at cost and to secure grain products as cheaply as can be done by the sweet feed folk!

\* \* \*

While talking with the superintendent of the Bluff City Elevator, some time since, he remarked that the keeping track of grain, transferred from disabled cars, used to give a great deal of trouble; so much, in fact that they were obliged to use a special transfer card for all loads received in disabled cars and transferred to others.

The difficulty was entirely removed, the superintendent said, by the use of cards similar to that shown in the accompanying cut. The cards were printed and ruled on tough, thin manila card stock, and measured 4x9 inches. It was stated that since the cards had been in use, there had been no more confusion arising from transferred grain. A good deal of transferring was done for the railroads nearby, the location of this elevator being very convenient for that work.

\* \* \*

The "sky pilots" of these modern times are telling that heaven and hell are mere mental and spiritual conditions, and that a man has his heaven or his hell right here on earth as well as in the next world, accordingly as he makes the conditions surrounding him. That is probably the truth, but there is one reach of hell for which a man is not to blame, even if he be visiting grain elevators in war time!

That particular inferno which is here referred to, may be found in almost any one of the new reclining chair cars in use on the Illinois Central Railroad running north from New Orleans. The man who designed the seat fixtures of this car surely had as great a grudge against the traveling public as did the old woman who took out the grease from her pig which the railroad had killed and would not pay for; then with the grease, she anointed the rails up a steep grade in front of her house, and continued the work until the railroad paid for piggy.

But this man has so designed the seats that there is no place for one's feet unless they are cocked up on a little rocking foot rest, chin high to one's knees. There is no place in one of those cars to place a suit case on the floor between seats, the seat backs are real back "gougers" and the most uncomfortable ride the writer ever took was in one of these monstrosities of 1918 railroading. A lot of soap boxes for seats would be far more comfortable and cause less profanity. But I finally reached the elevator I was aiming for, and was mighty glad, indeed, to sit down and rest my tired back against a most comfortable sack of grain!

COMMERCIAL stocks of grain in elevators, warehouses and mills on August 1, were: Wheat, 62,876,283 bushels; corn, 22,861,205 bushels; oats, 28,754,959 bushels; barley, 12,131,175 bushels; rye, 2,018,938 bushels; wheat flour, 2,307,594 barrels; whole wheat and graham flour, 463,829 barrels; barley flour, 223,341 barrels; rye flour, 532,326 barrels.

## Harvesting on European Battlefields

### Early Experiments in Sowing the Battle-Torn Lands of Europe Startle the Scientific World with Their Yields

BY FELIX J. KOCH

LITERALLY,—over all of the war-racked, war-weary, war-heartsick Europe, the peasants and those who employ the peasants to till their farmlands, are looking with doubly eager eyes toward peace;—not only for the joy of peace itself, but that they may go forth and literally turn their swords to plow-shares.

Europe today is hungry, very, very hungry; all the Allied world is conserving food to help her; and yet, already scientists, students of grain and food-lore, are looking, astonished, at the yields made

size of the projectiles used in those battles, and have read of their reaching earth and exploding with almost unbelievable force. Now to the grain-grower this fall, this exploding accomplished exactly the shattering, only many, many times more thoroughly in no end of cases, that would come with use of dynamite. Ground was broken for him; earth was torn and loosened; rocks, fast for ages, were thrown high in air, or freed, so that it will be slight bother to budge them. The entire ground, so to put it, has been loosed up, re-worked, for the tillers as not in generations, if ever, before.

"Already the papers are chronicling concerns who are arranging to clear the battlefields of their surface debris; buying from the governments, or the owner of the land where found, metal parts, wagon parts, leather strips, just about any and everything that might be found, and, duly sorted as brought to stated centers, selling at a profit, as scrap.

"This material out of the planter's way, obviously, so much the better. Even with it still on the ground, and, often, better, in the ground, planting the cereals might go on with profit.

"Not only is the ground nicely broken for light sowing, but certainly at the end of a year all one would need to do would be to have the surface layer lightly harrowed, and you'd get an ideal crop, indeed.

"Question has come up as to the wee fragments of metal, splints of bullets and shell, and so on, too tiny to gather—perhaps even shattered so small as to be invisible—as they sprinkle the ground. As a matter of fact, every one of these, call them mineral particles if you wish, but serves to break the soil the better, or cause it to do so beneath the harrowing.

"Far from being an impediment to a crop, each is a decided asset. Particularly where the soil is a heavy clay is this true, for such land cannot but be infinitely improved by having its subsoil broken in this wise, even as a wise farmer might dynamite such land, but improved on by a million fold. Instead of getting a normal topsoil, of just several inches at best, here the topsoil will run to the depth of the explosion and a trifle more.

"Certain explosives, very obviously, will leave a temporary taint of poison in the soil, but before many months at most this will be passed off and, to re-emphasize, the ultimate end will be a very, very rich and productive field."

Nor is Dr. Benedict venturing his belief simply as an opinion. Absolute proofs have already been sent him. Two of his brothers are foresters in France and have sent him detailed reports on results with late battlefields. The fields but lately shell torn have been sown and, thanks to the metal scatterings, the fertilizer left by horse and otherwise in the train of troops, yields so exceptional as to be wonders anywhere, have come, just in the hour of need. Not alone all the popular cereals, but sugar-beets as well, grow so, and the bearded wheat, the rye and the barley wave now where but a few months before the cannon roared.

And that is not all. The day of the thresherman has come to those war-racked lands as not in generations before.

Much of what was left, especially in France, of the original forest—the *Urwald*, as the Teutons say—has been cut by the war and, with food so much the need, those in charge will re-plant, not trees, forests, for beauty or the chase alone, but miles on miles of grain. The destruction of the Norman forests especially, is no doubt permanent, for there, in the wake of the troops, they will be setting out the much-needed grain. And there, too, as elsewhere, those districts over, one will find this new shell torn land giving unprecedented harvests of grain.

Nor are there lacking many examples where, fertility once started thuswise, a grain land has



ON PLEVNA BATTLEFIELD BEFORE THE WAR

in the path of the passing armies, on the shell-torn fields of battle, and wondering what yield will not come if they convert those fields of battle to the simplest source of income, turning them to fields of grain.

Recently the University of Cincinnati, a municipally-owned and free institution, has inaugurated courses in war gardening, open to the public, and Dr. Harris M. Benedict, in charge of the work, outlines entertainingly some of the brighter sides to the ultimate passing of the war cloud—the things our good Allies may confidently look for, once Mars has completed the more deadly side of his work.

"There is presumed to be a silver lining to every cloud, however dark," Dr. Benedict tells us, "and the big war cloud, so long darkening the best part of Europe, is to prove no exception to the rule. Already, in the path of the passing armies, and



SOME TYPICAL BALKAN GLEANERS

sometimes almost in the face of battle lines, desperate peasants have gone out and tilled the soil, where shell craters and exploded ball and the like have everywhere broken what was once smooth, delightful tillage; and, far from the obstacles reducing crop yields, the scientific world is standing amazed at the results.

"Paradoxical as, at first sight, it appears, that war, the big destroyer, should be the agent of the most productive food yield, explanations are not hard to find.

"We are all of us familiar with the stupendous



## Suggestions on "Bossing the Job"

Some of the Points Foremen May Well Keep in Mind

BY G. D. CRAIN, JR.



TILLING THE SOIL IN BULGARIA

resulted that has given all that might be desired for many years after.

Possibly the best example of such sort obtains at Plevna, Bulgaria, where the bloody Battle of Plevna was fought. Today those battlefields are little more than delightful, rolling meadows, some in hay to rest them, others given directly to grain; all dotted, here and there, with interesting memorials of the big encounter.

Here and there are still caves, some natural, some made by shell encounter. But vineyards and corn and a stubble that bespeaks a bounteous harvest, late from the rich brown earth below, and hop-fields, heavy almost to breaking, are also here. There are rich pastures, in addition, and where the mullein, the chicory and the white clematis blossom, you also see luscious herbage just below. Even next the wee marble monuments, topped each with the iron cross, that bespeak ultra-fierce fightings, there is a rose-bush or two inside the protective grating, whose flowers tell the yield you may guess from that land. At one point of the field two clover-leaf-shaped stones mark some soldiers' graves in the fallow.

A country road leads across the battlefields, the scene each side reminding much of that around Princeton; but here, before the world-war, sleek Cape Buffalo teams drew well laden wagons of farm yield, and gypsies rode by with pack horses, doing good trade with the peasantry; and peasant women, plying distaffs, while bearing midday meals for the farmers at each end of the pole worn on the shoulder, told of a bounteous larder at home. It seems almost as if Nature, even where disturbed in all her realm, puts forth her effort all anew, to bring things to a balance. In time of war the fields are left untilled; the men who sowed and watched and reaped are off to fight; the women must nurse, but look to the homestead. The world goes hungry, and when war is done the dead are gone; the wounded cannot go out to the tillage. The world goes hungry, but Nature comes to aid.

### ARBITRATION DECISION

The Chadwick Grain Company of Ft. Worth, Texas, bought 5,000 bushels of corn of the Holdridge Grain Company of St. Joseph, Mo., through E. M. Rogers, a broker. The Holdridge Company failed to make delivery according to contract and the Chadwick Company appeared against them as plaintiffs before Arbitration Committee No. 1 of the Grain Dealers' National Association, with a claim for \$902.50, loss on 5,000 bushels corn which they bought to cover contract.

The deal was confirmed on each side, but defendants inserted a clause, "This contract is contingent upon embargoes, etc." They claimed that the rulings of the Food Administration gave them the right to an extension of time of shipment.

The Arbitration Committee quoted Rules 4 and 29 of the Trade Rules and decided that defendants were not justified in adding a clause to the broker's confirmation, and that they could not take advantage of rulings unless it was so specified in the contract, and ordered the Holdridge Grain Company to pay plaintiffs \$902.50 and the costs of arbitration.

**L**ABOR conditions in all lines are such at present that foremen in elevator and grain handling plants of all kinds have a much harder task than usually falls to their lot. Bossing a bunch of workmen, especially the class of labor which is used in the grain business as a rule, is never any bed of roses, but in ordinary times the foreman has the benefit of supervising the work of men who have been on the job fairly steadily, and who know what the requirements are. But that is no longer the case.

Floating labor has had to be relied on in a great many plants, which is another way of saying that the foremen have had to get the work done with green hands. Common labor has been, according to the old adage, "as independent as a hog on ice," and those who have not used diplomacy in handling workers have soon lost them, since there have been many more jobs than men to fill them. The position of employer has been extremely difficult, and the ordinary laboring man has been able to pick and choose, and to transfer his connections as rapidly as he desired. This has led to a demand for payment every night, or, at worst, every other night, on the part of certain classes of help, showing that



A GOOD HARVEST ON A FORMER BATTLEFIELD

workmen have not had any ideas about staying on the payroll at any one place long enough to draw extra pay for length of service.

The man who is bossing a crew of workmen in handling and moving grain, trucking materials in a grain manufacturing plant, and doing the other heavy, rough work that has to be done in any large plant, has had to use all sorts of methods to get the work done. He has not been able to drive his men, and yet many of them are of the class who respond best to driving. On the other hand, the better the grade of the worker, the more responsive he is likely to be to appreciation, and to expressions of encouragement when a particularly good bit of work is done. The foreman can soon tell which kind of workman a given employee is.

The Standard Oil Company published some time ago a set of 10 rules for foremen, and these are particularly interesting just now, when the job of the department boss is more important than ever before. The National Safety Council thought so much of the suggestions that it recently published them, and they are given here for what they are worth—which is much:

"1. Be fair. Have no favorites and no scapegoats. A foreman has to act as judge many times every day; therefore, he must be just.

"2. Make few promises, and keep them. A foreman must be exact in this particular. Sometimes a foreman forgets that his job requires a high standard of truth and honor.

"3. Don't waste anger—use it. Anger is valuable and should not be used carelessly. Keep your most forceful language for special occasions.

"4. Always hear the other side. Never blame a worker until he has been given a chance to give his point of view.

"5. Don't hold spite—forgive. When you have had to scold a worker, go to him later and show him his faults in a friendly way.

"6. Never show discouragement. Never let yourself be beaten. A foreman must have perseverance and the 'never say die' spirit.

"7. Notice good work as well as bad. Let the workers see that you can appreciate as well as condemn.

"8. Watch for special ability. Take a keen human interest in your workers. Put each one where he can do his best.

"9. Take your full share of blame. This is the most difficult of all. The foreman who can share both blame and praise with his workers has discovered the secret of managing men.

"10. Prevent accidents. Educate or eliminate the careless man. The good foreman is known by his men."

Possibly the most significant of the 10 rules is Number 3, "Don't waste anger—use it." The foreman who is constantly showing that he is angry, and who loses his temper about small things, soon fails to have any effect on those under him when he "flies off the handle." The man whose anger is really respected and feared is he who keeps himself under control at all times, and who only on extraordinary occasions permits himself to indulge in the dangerous emotion of anger.

A foreman is an executive, a director of the efforts of others. He cannot possibly succeed in getting things done, which is his job, if he permits himself to waste the mental and nervous energy which is absorbed in the luxury of being angry. The suggestion which is implied in the rule quoted, that getting angry unnecessarily is a waste, is literally true. Any doctor will tell you that when a man becomes angry he is poisoning his system. That is why the Germans are going to be beaten. Their "Strafe" policy, and their plan of using "Hymns of Hate" as a means of inculcating a mighty enmity in the minds of their people, were wholly wrong, and showed that the Germans, who are credited with being great scientists, know less about human nature than anything else. Hating the other fellow, exploding in anger, using up force merely in "getting mad," as the children say, is a mighty poor policy for a nation or an individual. Uncle Sam's boys are going into battle with grim determination, but they are not wasting time hating anybody. They are calmly, efficiently and completely eliminating the Hun—and that is all there is to it.

So the foreman who refuses to allow himself to be overwhelmed with small difficulties, and who does not lose his head when things go wrong, not only commands the admiration of his men, but he has something in reserve. When an inexcusable failure is recorded, and when some worker shows that he does not deserve confidence, and is not living up to the requirements, the anger which is spent upon him will have a salutary effect.

The big idea in all of the Standard Oil sugges-



BRINGING IN THE YIELD



tions, and the thing that makes them applicable to the grain trade just as well as to the oil business, is that foremen are to treat their men as human beings. Some foremen have the wrong attitude toward their men. If these happen to be of a supposedly lower class, foreigners, negroes, or others who are considered below the social level of the boss, there is a temptation to treat them with contempt. This is bad, because the man who loses his self-respect, as he is likely to do through treatment of this kind, cannot possibly be a 100 per cent worker. Give every man the impression that he is regarded as worthy of better things, and show him that his efforts will be appreciated, and the chances are that he will rise to merit the good opinion which is thus implied.

It might be said in passing that the foreman of the driving type, once so popular, is losing out for the reason that he is unable to hold his men. In the big industries, where the employment department is kept busy supplying labor for the various sections of the plant, the department which is constantly calling for men, and which has an excessive labor turn-over, is in line for investigation. Nothing is more expensive to any business than constantly to be firing men and hiring others to take their places. When employees quit of their own volition, the situation is just that much worse. Few workers nowadays will stand for the sort of treatment that used to be expected of the "rough-neck" foreman, who got things done by main strength and awkwardness, as they say down South, and who did not hesitate to use the choicest bits of profanity in addressing his men, if he thought that it would do any good.

The typical picture of the old-time mate on a Mississippi River steamboat, made famous by Mark Twain, is that of a rough-talking, slave-driving individual, but while the roustabouts who served on the cotton steamers were accustomed to his language and probably did not resent it, the workman of today expects to be handled more gently and considerately. And it is good business to remember this, and to make use of foremen whose methods do not antagonize their men, but who are able to win at least a measure of personal loyalty, which will help to hold the workers in line when they are tempted to throw up their jobs for those that seem a little more lucrative or more attractive in other respects.

The United States Employment Bureau, which took over the unskilled labor situation August 1, and is attempting to supply essential industries with the workers of this kind that it needs, was created in response to the shifting of labor caused by the unusual offers of high wages which were being made in many lines. Under those conditions foremen in every line of business have had hard work to keep their positions filled, but even in war

time it is found that a department head of the right type will do better in holding down the number of vacancies to a minimum.

The head of a grain business can afford to spend some time in discussing matters of this sort with his foremen, and by showing them that he appreciates their difficulties and will co-operate with them in meeting these obstacles to good results, he will come closer to getting the right policy established in dealings with the employees through the various department heads.

## SERVING THE SOUTHLAND

Northerners have so long been accustomed to thinking of the South as the "land of the cotton and the cane," that it is difficult to readjust our measurement of Dixie's agricultural accomplishment to the terms of the North, corn, oats, wheat and forage. The change that was wrought last year throughout the whole South is demonstrated fairly by Mitchell County, Ga. In 1916 this county imported from 25 to 30 carloads of corn. In 1917, with increased stock to feed, the county shipped out about 25,000 bushels.

It is little wonder that the Hand Trading Company of Pelham, Ga., saw the handwriting on the wall and built an elevator of 15,000 bushels capacity at a cost of \$7,800. The house has eight storage bins, all connected with the eight-duct distributor head. There is also a three-duct distributor head from the elevator head, throwing grain either to the Western Cleaner, to bin distributor head, or to automatic scales for loading. The cleaner has a capacity of 500 bushels per hour.

There is a separate room for dust and cobs with a chute by which cobs can be loaded direct to farmers' wagons, as they are used for fertilizer on account of the high potash content. Much of corn is received in husk and is husked by hand at 10 cents per bushel. The husks are sold at \$9 per ton.

The plant is equipped with an automatic wagon dump, with the wagon scales in the office; and an automatic scale for loading grain to cars, the railroad track being immediately alongside the plant. Power is furnished by a 25-horsepower motor.

When an automatic corn husker is installed the amount of grain handled will be increased materially, for it appears that the Georgia farmers will not husk for the 10-cent differential between husked and unhusked corn. This, together with a corn meal mill will be installed next season.

The corn from the elevator is sold ungraded, but the quality last year was comparatively high, averaging about No. 3. Next year it is expected that Mitchell County will have an increase of 25 per cent in corn production.

This story of the Hand Trading Company is be-



ELEVATOR OF THE HAND TRADING COMPANY, PELHAM, GA.

ing duplicated in many towns of the South through the energy, perseverance and faith of a Kansas elevator man who went to Florida about three years ago. W. L. Brandon had been engaged in the grain business for about 40 years, and there wasn't much about building and operating a country elevator that he didn't know.

When he arrived in Florida he was immediately impressed with the agricultural possibilities of the state as regards grain, although what development there was at that time was on an experimental scale or in small plots, the yield of which was consumed on the farm. With faith in the future Mr. Brandon looked about for the most favorable location for an elevator and selected Marianna, Fla., where he built a house of the familiar Kansas type and started operations in October, 1916. He had little trouble in convincing the neighboring farmers that corn would be a good crop to plant. The farmers liked corn growing all right, but there was no ready market for it, no dependability of price as there was for cotton. The prices for corn that he was enabled to pay compared with what had formerly been received for corn by farmers in that locality, resulted in an acreage increase of 100 per cent during the second season in the territory around Brandon.

In January, 1917, Mr. Brandon built another elevator at Dothan, Ga. This house also was successful from the first and the record he had made enabled him to interest other parties with the result that elevator companies were organized and houses of from 14,000 to 20,000 bushels capacity were built at Quitman, Thomasville and Moultrie, Ga., besides the elevator of the Hand Trading Company at Pelham, at Greenwood, Fla., and with elevators now under construction at Cairo and Fitzgerald, Ga.

Mr. Brandon was largely instrumental in the organization of a grain company at Jacksonville, financed locally, which does a general merchandising business in grain with a storage elevator of 60,000 bushels capacity.

The quality of the Southeastern corn is described by a St. Louis firm who received a car from Mr. Brandon: "Beg to advise that the corn compared favorably with Western corn; in fact, it was very similar. We do not think anyone would have known but what it came from the West. At the time the corn came in it was a little better quality than we were getting at that time from Western shippers. However, it was early in the season. There was a big demand for everything. We sold the corn at equal prices for Western corn. We do not see why corn from this section should not sell really better than Western corn, as it should be dryer."

With the establishment of cash markets for grain in the South the development of corn and oats growing will continue to increase at the amazing rate it has been going for the last three years until the territory south of the Ohio River is entirely independent for its feed grains.



ELEVATOR OF THE BRANDON MILL & ELEVATOR COMPANY, MARIANNA, FLA.





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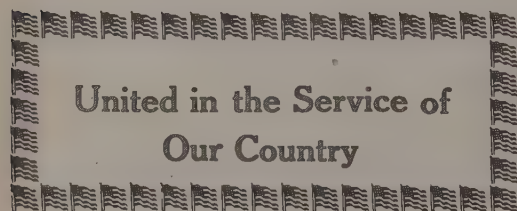
This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Chicago, Ill., September 15, 1918



#### LABOR SUBSTITUTES

**T**HE new draft of September 12 will take many employes from the grain trade. Already many houses are short of help and offers of good pay lie unheeded. It is a condition which all industry in this country is facing, a condition which has been acute, almost desperate in Europe for four years. ¶ Only one relief is offered and that is in the employment of more machinery, more labor saving devices in the elevator. There are few houses which cannot make vast improvement in their automatic equipment. Installation of a belt with tripper, employment of a portable elevator, extension of the electric switchboard, these and many other slight changes in the plant might compensate for the loss of a man. There are many houses of large capacity which are practically automatic in their action and get along with half the labor that other plants of the same size find necessary. ¶ As the necessities of the world increase, the tendency has always been to eliminate man power. The labor crisis imposed by the war simply hastens changes that economic laws would eventually make necessary in normal times. The successful elevator will therefore immediately take stock of its resources and add to them before it has to close down for lack of man power. Few operators are capable of seeing opportunity

for saving labor. It takes a competent engineer, familiar with the latest machinery equipment, to give adequate estimates of necessary changes. Almost any of the reliable machinery houses will furnish such an engineer and new equipment that releases men will pay and pay well. ¶ In addition there are many small changes that can be made by the operator himself that might relieve a harrassed man of much unnecessary labor. A great many such changes are suggested in the books, "Milling Kinks" and the "Book of Wrinkles," which make profitable reading in times like these.

#### THE CONVENTION

**I**N OUR October issue will appear the complete report of the Grain Dealers National Association annual convention which will be held on September 23-24-25 at Milwaukee. It promises to be the greatest grain convention ever held in this country, both in point of attendance and interest. It is one of the rare opportunities dealers have in coming in direct contact with the Food Administration Grain Corporation and the Department of Agriculture. These representatives will be there to help you, so if you have any questions to ask, prepare to ask them, or if you do not care to present them yourself, write them out and hand them to Secretary Quinn to present. ¶ But questions or no questions, come to the meeting. Milwaukee is going to spread itself to make you have a good time, and the addresses and discussions will be invaluable. The grain dealers are fortunate in representing an industry so important that the busiest men and the greatest talent are never too busy to appear on its program. More notable names have appeared there than upon that of almost any other trade organization, and this year is no exception to the rule. It is the great grain meeting of the year, and every dealer in the country who can should be there.

#### BOOST THE WHEAT ACREAGE

**E**VERY grain dealer has more or less influence with his farmer patrons if their relations are at all as they should be. This fall and next spring every ounce of that influence should be exerted toward the increase in wheat acreage. The increase of this year is not enough. We must have a greater margin of safety for a surplus crop in 1919. The Department of Agriculture has set a goal of 47,500,000 acres of winter wheat, which would give a normal crop of 750,000,000 bushels. Much of this acreage is already in, but great amounts remain to be seeded, and it is up to the elevator operators, as it is the millers and bankers, to use their greatest eloquence to put it over. ¶ Not only should seed go in the ground, but that seed should also be treated with formaldehyde. It is a simple and inexpensive treatment, and its general practice would save millions of bushels that are ordinarily lost by smut damage. The elimination of the barbery will help the rust situation, and with these precautions and an average break in weather luck we will be on the sunny side of easy street next year. ¶ In Michigan, Indiana,

Ohio, and other states many acres of spring wheat were seeded this year on land never used for that purpose before. In many cases the yield was surprisingly good, and will help materially in swelling the aggregate yield. This, too, should be encouraged in the emergency.

#### THE WHEAT CROP WINS

**S**MUT, rust, drought, frost, fly and chinch bug, and all the other evil things that usually assail the wheat crop, have been held in abeyance this critical year, and the September estimate for the outturn jumped 21,000,000 ahead of August. The gain was all in spring wheat. Winter wheat remains at 556,000,000 bushels while spring wheat is 343,000,000, a total of 899,000,000 bushels, as against the 5-year average of 809,000,000. ¶ Corn, as was expected, suffered severely in the protracted heat wave. The estimate dropped from 2,989,000,000 bushels in August, to 2,672,000,000 bushels on September 1. But even this depleted outturn will probably be of a condition that will make the marketable quantity no less than we had last year. ¶ Barley gained 4,000,000 bushels during the month, the September condition showing 236,000,000 bushels. Rye remains the same at 76,700,000 bushels; and oats gains 50,000,000 bushels, the September figure being set at 1,477,348,000 bushels. ¶ The crop is a triumph for the farmer. He provided a record acreage, and Providence was kind. The result is a reserve supply of foodstuffs that will set our minds at rest on that score and permit of greater concentration on the task ahead, putting Bill H. behind the bars.

#### WHEAT PRICE FOR NEXT YEAR

**P**RESIDENT WILSON'S recent proclamation setting the price of \$2.20 for the 1919 crop of wheat, stabilizes the bread situation for another year at least. This price does not take into consideration the altered freight rates which will bring the value of wheat at the terminals to the present level. Another tentative allowance is provided for in case the commission, which shall be appointed, finds that the increased cost of production warrants a higher price. ¶ The time is approaching when a price guarantee for wheat is a very real obligation. It is by no means impossible that the end of the war should come before the next crop of wheat shall be consumed. We cannot afford to bank on so early a peace, for at several times during the last two years the collapse of the German power seemed imminent, but each time it was revived. So it may revive again, but the possibility of final collapse certainly exists, in which case the world's price of wheat would decline very rapidly at first, and the Government would appear to be liable to heavy losses. ¶ This danger is more fictitious than real, however, for after the immediate speculative decline, it is more than probable that the very general demand for wheat to build up depleted reserves will more than absorb the increased amounts released from India, Australia and Argentina. While there are very great surpluses in all those countries, shipments will be only gradual for some time to come, as it must be remembered that we will have millions of troops



and millions of tons of supplies to bring back from France, or possibly Germany, and that a large part of our new merchant marine will be so engaged. That is true also of England, so it is likely that we will be well into 1920 before cash wheat is at any great discount in European markets, even should the war end next year, and it may take as much as three years for a normal balance of reserves to be acquired. ¶ But even should the Government sustain a loss of millions, it is far more important that we be assured of an adequate wheat supply, and only by a price guarantee is that possible.

## IT'S UP TO YOU

ON SEPTEMBER 28, Americans will have an opportunity to show how sincerely they are backing up the men in the trenches of France. Nearly 2,000,000 of the flower of American manhood are day by day facing the Huns in that terrible rain of shot and shell that lengthens the casualty lists and extends the long lines waiting their turn at the dressing station or filling the narrow white beds at the base hospitals. ¶ On this side we are safe from bullets and deadly gas, but we are asked to buy bonds so that the boys over there shall not be hungry or cold or defenseless. The Government is paying out \$2,000,000 every hour of the day and night to make our army the best fed, the best equipped and the most efficient on earth. To do that it must borrow money, and it asks you to lend, giving a bond that the amount will be returned with interest. ¶ As we watch from day to day the battle line in France work eastward toward the Rhine we are too apt to say, "It's all over but the shouting; our boys have got Fritz's number." We have his number, but it is 450 miles to Berlin with a stubborn foe in the way. It will take a year, it may take more to put the mailed fist down and out for all time, and every hour that passes ticks off \$2,000,000 that must be spent. ¶ What are dollars compared with the safety and health of those cheerful, laughing, savage scrappers over there. Buy bonds, then; on September 28 and on every other day while the campaign lasts. Cantigny, Chateau Thierry and Fismes are calling to you.

## GRAIN THIEVES

EVERY market in the country has probably experienced the same increase in grain thefts from railroad yards that Chicago has since the small grains became so valuable. Under Government control, railroad thievery is a much more serious offence than when the roads were under private control. But as yet, in Chicago at least, the Freight Protection Section of the Railroad Administration has not been very successful in dealing with the situation. Although many arrests have been made the courts have been very slow in taking up the cases and few if any convictions have been obtained. For one reason, a great many of the actual perpetrators of the thefts are juveniles, without any sense of responsibility, and apparently without fear of punishment. ¶ With this class the authorities have been too lenient, too ready to put them on probation,

which has no deterrent effect whatsoever. But now a special attorney has been sent to Chicago by the Administration to handle these cases and a special judge will be designated to try them so that justice in the future will be more sure and swift. A few convictions, with penitentiary sentences will undoubtedly work wonders in clearing the yards of grain thieves.

## POOR OLD FLOUR MILLS

MILLERS of Kansas recently appealed to Mr. Hoover to curtail the shipments of wheat from that state lest there be none left to grind. Mr. Hoover declined to take any action in the matter on the ground that, with 18,000,000 bushels of wheat in the elevators and 16 per cent of the crop still unthreshed, there is no reason to feel concerned over the milling supply. ¶ If Kansas millers offer protest on such grounds as this, what would they have said if they had to put up with what the grain dealers suffered last year. If any Kansas grain dealer made money on the 1917 crop he was a great exception and for every such one there were many who actually lost money and many others were forced to sell their plants to millers to save themselves from ruin. Nineteen-seventeen was pretty generally a bed of roses for millers, and if they should make less this year they could stand it without great hardship. ¶ Mr. Barnes last year virtually told the grain dealers that they had been putting on fat, and now they could live on it. The same might be said to the millers this year if there was occasion for it, but there is not. The rules for the disposal of this wheat crop are much more equitable than they were last year, and both dealers and millers have a place in the scheme. There are few people whose heads are not turned by undue prosperity and the Kansas millers seem to be no exception to the rule.

## 15 PER CENT OF MOISTURE IN WHEAT

WHEN the wheat grades were under discussion, and the degree of moisture was argued up and down, it was generally agreed that for export 15 per cent of moisture was unsafe. The Canadian Government has recently published data on a shipment of wheat from Vancouver to London via Panama and Newport News. In the cargo different parcels of grain were kept separate: two of the parcels contained 15 per cent moisture and the others less. In its summary, the Department of Trade and Commerce concluded that until further investigations were made it was unsafe to ship wheat with more than 14½ per cent. And yet, from the data presented, it does not appear that the 15-per cent wheat suffered any greater damage than that of much less moisture content. In fact the entire cargo arrived in excellent condition except those portions that were wet or that were heated from the stokehold. ¶ Further experiments on this subject will be of value, for if it is found that wheat can pass through the tropics on a 40-day journey and keep in condition there is no justice in subjecting farmers to a discount for high moisture.

¶ So far as the mills are concerned, it is an open question whether the wheat heater isn't a better tempering device than the steamer or wetter, and the moisture loss in the ordinary process of milling would easily take care of excess. ¶ In England where a greater moisture content in flour is desired, some mills subject middlings to a mist spray, to compensate for this milling loss. It must be remembered, however, that English flour is consumed almost entirely at home, while much of ours is exported and subject to longer storage periods. The official 13½ per cent moisture for American flour is probably high enough, but before we lower the present moisture content of high grade wheat, it should be fully determined, under commercial condition, whether mills cannot make 13½ per cent flour from 15 per cent wheat; and whether 15 per cent wheat suffers any more in export than that with 14 per cent moisture.

## A NEW SCALE DIFFICULTY

COUNTRY elevators in some sections of the grain belt are finding themselves in difficulties because of the rapid change in transportation that is taking place in the country. The use of auto trucks on the farm is becoming more and more common, and they will almost displace team drawn wagons as soon as the good roads program catches up to the obvious need of this improvement. The economy of truck operation over teams is being proved daily, and their greater speed is a vital consideration with the present shortage of farm help. A truck load of grain or produce can be delivered in a couple of hours that would take two or three teams half a day to carry the same distance. The labor saving is so important that farmers are willingly spending their money for motor trucks and are adding to their profits by doing it. ¶ This change is making difficulty at the elevators as an ordinary wagon scale that will easily handle 6 to 8 tons will quickly break down under the weight of 5-ton trucks which weigh 4 tons or more themselves in addition to the load. ¶ Operators building new houses should take these facts into consideration. Even if farm auto-trucks are not prevalent in that particular neighborhood now, they soon will be, and equipment will have to be supplied to handle them. Ordinary wagon scales are made up to 20 tons capacity, but foundations and pits will have to be made strong in proportion. A light scale in a modern country house will soon be as obsolete as a hand-power elevator.

Terminal elevators are no longer complaining that they have nothing to do. Most of them are filling up to capacity and will remain the reservoir upon which the Government will draw till the next crop. It is important that the Food Administration should know, to a bushel, just how much wheat it can lay its hands on at a moment's notice. The margin of safety for our Allies and for us is too narrow to take chances on farm reserve and supplies at isolated points.



## EDITORIAL MENTION

We'll meet you at Milwaukee.

The drought in Texas and Oklahoma has put about as many grain dealers out of business as the millers did in Kansas last year.

Wherever there is an elevator there is patriotic work to be done by the home guards. Every house should be watched night and day.

Grain buyers, like other traveling men, are saving rail motive power by patronizing the Tin Lizzie. Some of them have almost forgotten what a smoking car looks like.

The shortage of the Alberta crop of wheat has led the Canadian Board of Grain Supervisors to put an embargo on all wheat going out of the province, unless a special permit was granted. This ruling is to insure seed and consumption supply for the province.

If you have had occasion to do the family marketing lately or have taken council with the wife, you will have noticed that the flour substitutes are far out of line with the prices of the grains. We are paying 15 cents a pound for corn flour around Chicago.

If the American army of workers at home does as well as the First American Army in France, the next loan will be oversubscribed by many millions. In the St. Mihiel salient it took Pershing's boys 36 hours to clean up. We ought to do our part in the allotted 21 days.

Next to wheat, rye is being boosted by the Food Administration. It is to be hoped that rye will be confined to that part of the farm not well adapted to wheat. It will grow well where wheat would make a poor stand, and planted on good wheat land it will make some bad mixtures to handle for years to come.

Grain and dock workers at Galveston have agreed with business men there to do all in their power to see there is no delay in handling shipments from that port. That is the spirit that is making America the telling force in France, and that will soon plant the Stars and Stripes across the Rhine.

The North Dakota grading graft has at last penetrated to the farmers and shippers of that state who have entered a strong protest against them. The fees required of grain buyers who purchase grain under Federal inspection, is pure graft, as it is not required in any other commonwealth and is opposed to the spirit of the Grain Standards Act.

European countries with the exception of Russia have the most favorable crop prospects noted in several years. In Scandinavian countries only lack of fertilizer prevents record outturns; Great Britain has a record acreage

and favorable weather conditions; France reports generally favorable conditions; and Spanish prospects are good except for dry spots. From Germany comes little crop news, if it were very good the Government would make the most of it.

Northwestern congressmen are still spilling the bunk about the enormous profits made by grain gamblers. Whichever way the market works, the gamblers are at the bottom of it. But don't blame the congressman. The supply of truth is limited, so when a man talks over time he has to fill in with a certain amount of bunk.

The Board of Grain Supervisors of Canada have adjusted the wheat prices, as we did in this country, to conform to the altered freight rates. Effective September 1 the prices at Fort William were made \$2.24½ for No. 1 hard and No. 1 Manitoba Northern; \$2.21½ for No. 2 Manitoba Northern; and \$2.17½ for No. 3.

In spite of the improved railroad facilities this year over last, a great many houses in the grain belt have had to refuse to buy grain because the elevator was full. Under such conditions the operator has offered discount prices for the grain which would have to be stored outside at considerable risk. Some farmers have accepted the lower offer rather than cart his load back to the farm, but the wise grower finds out before he starts if the elevator will accept his grain.

The change that has come to the South in respect to grain is indicated by the institution of a grain inspection department by the Chamber of Commerce of Birmingham, Ala. Home grown grain was as scarce as hens' teeth in that country three years ago, but now the South is rapidly getting independent of the North and West, and will soon be a formidable competitor in the Eastern markets. The grain business of the South is now on a substantial basis and the trade is in a position to demand destination terms.

A movement is on foot to route Montana grain westward to Puget Sound and the Columbia River Gateway. Under normal conditions this would effect a saving of about 6 cents per bushel at New York via the Panama Canal. Car distribution and the needs of the various sections will have to be considered now as well as actual cost of transportation. The matter is being put before Mr. Barnes and Mr. McAdoo for adjustment. Duluth and Buffalo would be chiefly affected by the change.

The Government seed loan of \$5,000,000 is having many demands upon it. There are several sections in the West which have lost two crops, from winter killing and from drought, and they will need outside help to finance the winter wheat planting. Advances will be made for \$3 per acre, not in excess of 100 acres, and the applicant must agree to use the seed and methods approved by the Department of Agriculture, and give a mortgage on the 1919 crop for the value of the

loan and 6 per cent interest. Under these conditions most bankers would advance the money, but now no farmer need suffer for lack of wheat seed nor will he have to pay exorbitant interest nor bonus. The Federal Land Banks will handle the funds through local banks.

A meeting of dealers in the Big Bend district in Washington decided to pay \$2 for wheat. Terminal price \$2.20; freight 13 cents. A 7-cent margin for commission, weighing and inspection fees, freight tax, interest on draft, salary and overhead expense will melt that 7 cents into nothing and leave a nice little deficit for some of them.

The Italian economist presents for consideration a plan for recouping Government finances after the war. He suggests Government monopolies of several products, among them tobacco, coffee and imported cereals. The latter would be regulated by setting a price at which the mills could buy wheat from the Government, they in turn to sell flour at a set price. If imported wheat cost more than native wheat, the mills would buy at home, but the imported price would fix the maximum for the home grown grain.

Last year the Government undertook to regulate the profits of flour mills. An allowance of 25 cents per barrel was made, but this was net profit after all expense had been added to the price of wheat that was ground. This year the profits of elevators are regulated, not by the selling price, which is fixed by the Government, but by the price the elevators are required to pay the farmers for their wheat. ¶ The Grain Corporation has not established a working margin within which all elevators must operate, but some of the sectional agents of the Food Administration have intimated that the spread shall only include freight rate; commission; elevation, inspection and weighing fees; and interest on draft. No allowance is made for freight war tax, shrinkage, allowance for grain difference, nor overhead expense. All of these items are strictly legitimate and were allowed to mills last year. A fixed amount could be set for all of them except overhead, which depends largely on the amount of grain handled. In the great majority of cases competition would regulate the overhead charge and keep it from being excessive; at strictly non-competitive points a reasonable allowance could be made. ¶ At a great many stations, farmers judge of the price they should receive by the amount the local mill pays. As there is still a tendency among millers to overbid the market, this price is not a true index of the station value for the wheat, but the moment an elevator offers the price it is entitled to pay the firmament rocks with the angry protests of the farmers and the sectional food administrator is bombarded with complaints. ¶ Elevators are entitled to a square deal and a decent profit. Their function is an essential one and total investment for plants is enormous. The Administration, in justice to the trade, should make it possible for them to stay in business.



H. S. ANTRIM  
Calro.

# NEWS OF THE TERMINAL MARKETS

J. W. McCORDLE  
Indianapolis.

## BARLEY AND RYE FUTURES

An amendment to the rules of the Chicago Board of Trade has been adopted referring to deliveries of rye and barley on future contracts, and providing for trading in barley for future delivery. No. 4 was made the contract grade with No. 3 and better deliverable at 5 cents premium.

## ELECTION AT PORTLAND, ORE.

At the annual meeting of the Merchants' Exchange Association at Portland, Ore., held late in August the old officers and directors were unanimously re-elected. Officers are: George A. Westgate, president; N. A. Leach, vice-president; M. G. Russi, secretary and treasurer. These, with S. C. Draper and D. A. Pattullo, comprise the Board of Directors.

## ENGLISH AS SHE IS SPOKE

"Fulton County Local held one of its goldummed meetin's this week at Morenci. Chicken dinner, by gosh, and all the trimmin's. A pleasant time was had by all. Joe Doering and Kent were noticed among the city fellers that were present. Somebody said Kellogg was responsible for the toasted corn flakes that were served, but he passed the Buck."—From Southworth & Co., Toledo, Ohio. Late August Market Review.

## SURPLUS STOCK OF WHEAT

It is announced by the Food Administration Grain Corporation that arrangements have been completed to accumulate and store 25,000,000 bushels of wheat at Minneapolis, Minn., this fall which will not be available for use until the 1919 crop of wheat is harvested.

The wheat will be a part of the surplus which is to be gathered by the Food Administration to be held until the next crop year.

## RULES FOR TRADING IN BARLEY

At a recent meeting the directors of the Chicago Board of Trade passed rules governing trading in barley for future delivery in store. They surrounded it with the same regulations and restrictions that apply to corn and oats. Speculative trading, however, cannot exceed 100,000 bushels at any one time, and hedging must be confined to barley contracts or cereal barley or its direct products. All transactions must be reported to the office of the secretary of the Board of Trade.

## THIRTY DAYS FOR DELIVERY

A plan is on foot on the Chicago Board of Trade to provide for the delivery of grain in cars on track on future contracts, throughout the month of a maturing future, instead of during the last three days of the month as heretofore. The supporters of the proposition allege that those who are long of grain, when delivery day arrives presumably want the cash grain and it will be to their advantage to get it in cars ready for shipment.

On the other hand there are those who state it would be difficult at times to have the grain shipped out immediately and that the party taking the grain would therefore be obliged to pay heavy demurrage charges.

## CO-OPERATIVE ELEVATOR INSURANCE

The Underwriters' Grain Association, which was recently formed to write insurance on terminal elevators and their contents on a co-operative plan began business late in August. Agents who are authorized to take application for insurance on term-

inal elevators for the association, in the leading grain centers are as follows: Hatch & Rye at Chicago; H. I. Pogue at Milwaukee; E. C. Maxfield at Superior; Miss M. K. Fink at Duluth; Edward Pritchard at Minneapolis; George E. Nichols at Omaha; F. K. Alexander at Kansas City; Lansing Mercer at St. Louis; Miss M. Mollenhof at Peoria.

## RUSSELL D. WARD

To be born in and of the grain trade is a goodly heritage. For the declination of the grain industry lies closely within the circle of the lucky star, and it is, withall, an honorable business, which offers rewards to the deserving. Therefore Russell D. Ward, the subject of this sketch, chose wisely and well when he selected a parent, who by virtue of association early in life with grain affairs, successfully launched his son in the same industry.



RUSSELL D. WARD

A word will not be unapropos right here, therefore, of the above mentioned senior, A. T. Ward. He is vice-president of the Townsend-Ward Company of Buffalo, N. Y., and president of the Fostoria Storage & Transfer Elevator Company of Fostoria, Ohio. There are few men better known and none with higher commercial standing, and we believe just a little bit that one of the reasons for the success of Russell D. Ward is the fact of his early association and training.

After finishing his course at school Russell had about a year's experience with his father in the track grain business at Lima, Ohio, and Fostoria, and four years ago went with the Globe Elevator at Buffalo, where he remained three years in a clerical position. He then went with the Spencer-Kellogg & Sons Company, linseed oil manufacturers of Buffalo, having charge of the seed department of that firm. Within the past few weeks he went with the Mystic Milling & Feed Company of Rochester, N. Y., an old established mixed car house, as vice president and general manager.

As the foregoing indicates, Mr. Ward has made

rapid strides in the grain business in the past five years. Now at the age of 25 he is right on the threshold of opportunity.

## RAISE IN INSPECTION FEES

Effective on September 15 the grain inspection fee on the Grain and Cotton Exchange of Ft. Worth, Texas, was raised from 50 cents to 90 cents per carload. It was announced that the advance was made necessary on account of increased responsibilities devolving upon the inspectors with increased wages for samplers.

## A LINE ON BARLEY

C. A. King & Co. of Toledo, Ohio, say in late September market report:

"Government makes the barley crop 236,000,000 against 209,000,000 last year. Two years ago crop was 182,000,000. An average is about 200,000,000. California is generally the star producer, but they use barley mostly for hay. Northwest raises most of the barley crop just as they do on rye. Wisconsin is also a large producer. United States is not a large barley producer, but crop averages much larger than rye. That should make trading in barley more active than rye, but much smaller than corn or oats. Takes time to develop a future market."

## TRADING IN RYE

The Directors of the Chicago Board of Trade recently adopted the following: "Resolved, That trading in rye, by grade alone, to be delivered in store, either for immediate or future delivery, shall be subject to the regulations and restrictions now in effect relative to the trading in corn and oats; provided, however, that the maximum amount permissible as a speculative contract shall be, until further notice, 100,000 bushels. Also provided that hedging in rye contracts shall be confined to the cereal rye or the direct products thereof. Also, provided that members in reporting transactions in rye to the office of the secretary will report all contracts regardless of amounts."

## COMMISSION RATES AT PEORIA

The rates of commission on grain at Peoria, Ill., were made as follows, effective September: Wheat, rye, barley, ear corn, 1 per cent, with minimum of 1 cent per bushel; shelled corn, 1 per cent with minimum of ¾ cents per bushel. Oats, 1 per cent with minimum of ½ cent per bushel; kafir, 2 cents per hundred weight; flaxseed in bulk, 1 per cent, flaxseed in bags 1½ per cent; clover seed, car lots, 1 per cent, clover seed less car lots 1½ per cent; timothy seed, 1½ per cent; all other seeds, 1½ per cent.

Bran shorts, mill stuffs, cornmeal and mixed feeds, \$5 per car.

## CHANGES IN MEMBERSHIP

Baltimore.—New members recently admitted to the Chamber of Commerce are: R. E. Lee Marshall, J. Allan Sauerwein, Jr., and M. L. Jencks. Reported by Secretary Jas. B. Hessong.

Chicago.—Memberships on the Board of Trade have been granted the following: Walton Storm, Edw. H. Hiemke, E. H. Saeger, Irving C. Lyman, Geo. P. Maloney, H. P. Rogers, M. H. Cooley, S. I. Karger, A. J. Wilson, Geo. H. Beazell and W. H. Hubbard. The memberships of the following have been transferred: Edw. A. Gibson, Walter Chapman, R. W. Bell, F. G. Barnard, C. C. Perpall, How-



ard Field, John Slade, Guy P. Vance, J. A. Wolford, L. C. Dillon and Hans Simon. Reported by Secretary John R. Mauff.

*Memphis, Tenn.*—The Hall Grain Company and the Southern Corn Mills of Memphis were elected to membership in the Merchants Exchange. Reported by Secretary W. J. Fransioli.

*Milwaukee.*—Walter L. Haskell and J. B. Leveille are recent members of the Chamber of Commerce. Carl Aken's membership in the same organization has been transferred. Reported by Secretary H. A. Plumb.

## WHEAT SURPLUS LARGE

"Wheat supplies the coming year will be more than ample for the requirements of this country and its Allies. There may be some enlargement of the exports from all countries as the shipping increases, but the ample supplies suggest a very large carry-over into next year. The total available in the exportable countries will aggregate 80,000,000 bushels, while at the outside, Europe will not need to exceed 300,000,000 bushels. The intention of this Government and its Allies to conserve the wheat against possible harvest impairments next year assures a ready market for the crop. The official price of \$2.20 has been extended to include the crop of next year, which will induce another large acreage of fall seeded wheat. The drought in the Southwest has been partially broken, but much rain is needed in the Oklahoma and Texas region to make the land fit for plowing."—*Clement, Curtis & Co., Chicago, from September Letter.*

## WATCH THE FARMER

"With all due respect to the judgment and to the foresight of our bearish friends, we wish to call attention to the fact that hogs are selling in the Chicago market at well above \$20 per cwt., that according to Government estimates there are 15 per cent more hogs in Illinois and 8 per cent more hogs in the United States than there were at this date last year, that farmers are buying hogs to feed, preferring to do this instead of marketing their corn, because they believe that they can secure a greater profit in this way. Furthermore, according to the Government's statistics, the average value of corn on farms from Nov. 1, 1917, to Sept. 1, 1918, was \$1.47½, and this was for a crop of 3,159,000,000 bushels of mighty poor corn. Is it likely that the farmer will be willing to accept much less than this average price for a crop of only 2,672,000,000 bushels and one which is of excellent quality?"—*L. L. Winters of Hulburt, Warren & Chandler, Chicago, in letter of September 14.*

## RECEIVERS' SAMPLES

Frank J. Delany, chairman of the joint committee of the Chicago Board of Trade, issued the following circular September 6. Effective at once, grain receivers will deposit with the joint committee made up of the United States Food Administration and the Board of Trade, samples of such carlots of wheat as they have been unable to dispose of in the open market. Such samples will be assigned by this joint committee to the various elevators in Chicago. Prices on such wheat will be fixed by the United States Food Administration.

"Samples, which indicate that the cars have been improperly graded will be assigned to an elevator basis a sale 'grade guaranteed', and will, of course, under such circumstances, be subject to a call for reinspection when the car reaches the elevator, with the possibility that reinspection may change the grade and a new price be placed upon it.

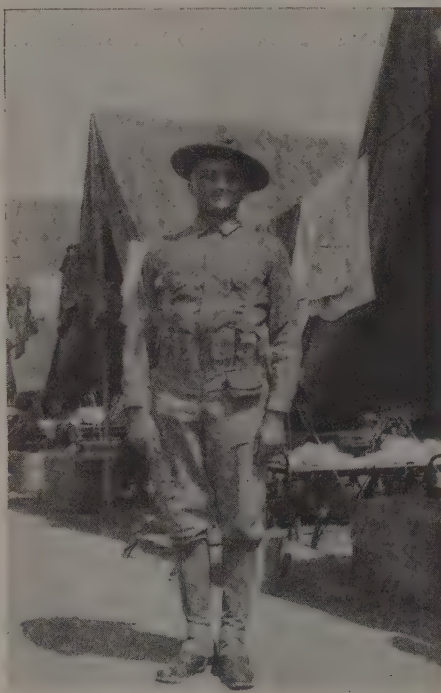
"Sellers, however, who have received what, in their judgment, is a fairly attractive bid, will put a slip stating the amount of the bid and by whom made into the sample bag, and in the event that the Food Administration's price is less than that bid, then such car will be returned to the party so depositing it, with instructions to sell to the party making the bid. On all other cars the price fixed by the Food Administration will be final, subject, however, to readjustment in case of reinspections.

"Samples must be deposited by 12:30 o'clock p. m. each day so that assignments can be completed by the close of the market.

"It must be understood that this method of handling will apply only to wheats on which an unsatisfactory bid has been received by a canvass of the market."

## A NATURAL BORN FIGHTER

Edward A. (Dutch) Praeger has been representing in Western territory for the past six years the grain firm of Jos. P. Griffin & Co., of Chicago. Without saying how old he is, it is sufficient to mention that he is above the draft age. Yet, wishing to share in the joyful work of annihilating Huns he enlisted with Uncle Sam's army not so very long ago and is now located at Quantanamo, Cuba, for



EDWARD A. PRAEGER

the finishing touches before sailing for France.

Soldier Praeger will make good in France the same as on Iowa and Illinois soil. But he will give the Huns a different entertainment than the snappy monologues with which he used often to delight his friends. We join with many others in wishing him good luck and safe return.

## TERMINAL NOTES

H. L. Berg has succeeded the Hagen-Berg Company, grain merchants of Duluth, Minn.

The Warner Grain Company has succeeded Joseph Warner in the grain business at Winnipeg, Man.

Paul Winstead and Riley Lomax, with the Samuel Hastings Company of Cairo, Ill., have joined the colors.

The Riegger Grain Company of Minneapolis, Minn., has moved its offices to 826 Flour Exchange Building.

James N. Russell, head of the Russell Grain Company of Kansas City, Mo., has entered the Officers' Training School at Camp Pike, Ark.

The grain firm of Stair, Christensen & Timmerman of Minneapolis, Minn., is winding up its affairs preparatory to discontinuing business.

J. J. Schreiner has joined L. A. Rang of Chicago as a broker in rye. He will also specialize in barley when future trading begins in that grain.

The Walter H. Bailey Company has been organized at Sioux City, Iowa, to engage in the grain business.

Harry Dilts recently in the Cairo office of Iron Mountain Railroad has accepted a position with the Halliday Elevator Company of Cairo, Ill.

E. S. McClure, for several years past identified with the grain interests of Peoria, Ill., has gone with Bingham-Scholl Grain Company at Cincinnati, Ohio.

Sam Finney & Co. is the style of a new firm recently organized at Indianapolis, Ind., to do a general grain receiving and shipping business. Mr.

Finney, who is well known in Western grain circles, was until recently associated with E. Lowitz & Co. of Chicago and will have charge of their wire service at Indianapolis. Samuel Phillips will have charge of the cash grain business for the firm.

W. J. Kendrick has been appointed head of the Grain Inspection Bureau of the Chamber of Commerce of Birmingham, Ala.

A. R. Taylor of the Taylor & Bournique Company of Milwaukee, Wis., was a visitor on a number of Eastern exchanges early in September.

Philip Ross, of the Western Grain Company of Denver, Colo., recently arrived home on a furlough from San Francisco, Cal., where he has been in the United States army training station.

M. J. Kammerer, who has been identified with railroad interests of the Northwest, has become head of the traffic department for the Godfrey-Blanchard Grain Company of Minneapolis, Minn.

Philip J. Reddy, member of the Chicago Board of Trade and formerly connected with F. S. Lewis & Co. is now a flyer at Scott Field, Belleville, Ill.

Chatterton & Son of Toledo, Ohio, are considering plans for building a large warehouse in connection with their elevator. Cost is estimated at \$20,000.

L. B. Armiding with the Parker Graff Grain Company of St. Louis, Mo., returned home recently after a year's absence spent in Arizona for his health.

John De Molet of the De Molet Grain Company of Cincinnati, Ohio, left early in September with his wife for a two weeks' auto trip to the Atlantic Coast.

The Bingham-Scholl Grain Company which recently acquired the Gale Bros. Elevator at Cincinnati, Ohio, has incorporated with a capital stock of \$100,000.

Sam Beaumont, formerly with McKenna & Rodgers of Chicago, is now with the South Bend Elevator Company with offices in the Postal Telegraph Building, Chicago.

Frank J. Montmore with Richardson Bros., grain and feed merchants of Philadelphia, Pa., enjoyed a vacation early in September with his family at Wildwood, N. J.

Bernard W. Snow of Bartlett Frazier Company, Chicago, Ill., received the Republican nomination for county treasurer at the primary election held September 11.

Walter J. Fransioli, former assistant secretary of the Memphis Merchants Exchange of Memphis, Tenn., has been appointed secretary in the place of N. S. Graves, deceased.

T. B. Jones & Co., have succeeded Jones & Rogers, grain and feed firm of Memphis, Tenn. The members of the firm are T. B. Jones, E. M. Lawrence and A. D. Taylor.

The Market Feed & Grain Company with capital of \$50,000 has been incorporated at Buffalo, N. Y., by Byron E. Waver, Dan C. Ryan, Frank A. Hanson and Charles Lippert.

Jack Gardner, formerly connected with the hay department of Early & Daniel of Cincinnati, Ohio, has been made manager of the hay department of the A. C. Gale Grain Company.

Arthur S. Heathfield, for years associated with the grain trade of Boston, Mass., has been appointed field secretary for the Y. M. C. A. and left for active service in Russia or Siberia.

Elevator "B" and annex, and Elevator "H," owned and operated by the Consolidated Elevator Company of Duluth, Minn., were recently made regular under the rules of the Duluth Board of Trade.

Arthur Blackburn, son of C. P. Blackburn, head of the grain exporting firm of C. P. Blackburn & Co. of Baltimore, Md., is at present undergoing military instruction at the officers' training camp at Camp Lee, Va.

The receipts of wheat at Omaha, Neb., during the month of August, according to figures compiled by Secretary Frank P. Manchester, secretary of the Omaha Grain Exchange, were the second largest on



record for one month, being 4,659,600 bushels. They were only exceeded in August, 1916, when the wheat receipts aggregated 6,528,000 bushels.

McCullough & Muir, grain dealers of Toronto, Ont., have dissolved partnership.

The delegates of the Chicago Board of Trade to the meeting at Milwaukee, Wis., of the Grain Dealers National Association are: H. N. Sager, W. N. Eckhardt, Adolph Gerstenberg, Adolph Kempner and J. J. Fones.

The receipts of grain at Chicago in August were the largest on record, aggregating 37,676 cars compared with 13,807 cars last year, 28,369 two years ago and 30,108 cars in August, 1914, which was the record up to that time.

Scott F. Evans, manager of the Baltimore Pearl Hominy Company of Baltimore, Md., has resigned as head of the Corn Milling Section of the Food Administration after giving it excellent service since his appointment to that office.

D. V. Heck of Hardman & Heck of Pittsburgh, Pa., has been for two weeks at Little Rock, Ark., to which he was appointed First Lieutenant in the Quartermaster's Department for the purchase of supplies for the army.

The firm of W. H. Bailey & Co. has been formed to carry on a general grain commission business at Sioux City, Iowa. Mr. Bailey, head of the concern, was formerly connected with the Merriam & Millard Company of Omaha, Neb.

William Leubin of Geidel & Leubin and George C. Jaeger of J. W. Smith & Co. of Pittsburgh, Pa., were in attendance at the annual meeting of the Pennsylvania Millers State Association held at Lancaster, Pa., early in September.

Kenneth B. Pierce, son of Charles B. Pierce of Bartlett Frazier Company of Chicago, who recently graduated as First Lieutenant from the Officers' School at Camp White, Ark., spent the early part of September in Chicago on a furlough.

The Fried Company, Inc., has been organized at New York, N. Y., to carry on a general brokerage business in grain, cotton, etc. Capital stock is \$100,000. Incorporators are M. Fried, of New York; R. Silberman and E. Lindeman of Newark, N. J.

Roy P. Atwood of R. P. Atwood & Co., grain and hay dealers of St. Louis, Mo., has received the commission of captain in the forage division of the army service in the Quartermaster's Department in Chicago where he will be chief assistant under Major Owens.

John H. Linthicum engaged with John T. Fahey & Co., the large grain receiving and exporting firm of Baltimore, Md., on September 1 as auditor and accountant. Mr. Linthicum was formerly connected with the grain industry but had been more recently in the oil business.

Charles R. Keilholtz, who has been for the past 11 years with Southworth & Co. of Toledo, Ohio, started for Camp Sherman, Chillicothe, Ohio, the first week in September where he will get ready to help put the final knockout to kaiser Bill. This is "Kent's" third brother to enter the service.

Geo. A. Plummer, associated with the stock department of E. W. Wagner & Co. of Chicago, spent his vacation in August among the White Mountains in Vermont and motoring in the beautiful Berkshire Hills of Massachusetts. He reported a delightful time in the Eastern country.

W. F. Heck of W. F. Heck & Co., of Pittsburgh, Pa., reports a remarkable demand at Pittsburgh for mill feeds and feedingstuffs of all kinds. All the industrial plants at Pittsburgh are running full time, practically employed on Government work which in part has caused the tremendous demand for feedingstuffs.

The Lyman-Joseph Grain Company of Milwaukee, Wis., has opened an additional office at Chicago, Ill., in room 504 Traders Building, in charge of E. H. Saeger. Shipments of all kinds of grain will hereafter be made from Chicago and Milwaukee elevators. The Milwaukee house, known as the Lyman-Joseph Grain Elevator, has a capacity of 250,000 bushels, located on the Chicago & North-

western Railroad. Mr. Saeger is a Milwaukee product, having been born in that city in 1893. After finishing the course in the public schools he went with the then Lyman Grain Company in 1910 and has been with the firm since that time. Mr. Saeger is a member the Chicago Board of Trade.

Captain Maurice E. Brown now located at Camp Grant recently took the examination and expects shortly to receive his commission as Major. Captain Brown was one of J. P. Griffin & Co.'s travelers in Iowa, who, although over the draft age, enlisted in the service of Uncle Sam. His many Chicago and Western friends will notice his advancement with very great pleasure.

The Picker & Beardsley Commission Company of St. Louis, Mo., announces that R. M. Hall of Peoria, Ill., who has been engaged in the grain business for a great many years, is now associated with them as traveling representative. They also state that T. M. Scott, their wheat salesman, who has been associated with them for 10 years, has certainly been a busy man since the new crop of wheat began to move.

Lieut. Herbert C. Blum, who began his career as an office boy in the brokerage firm of Hulburd, Warren & Chandler, of Chicago, Ill., and who was head of the securities department of the firm when he entered his country's service, was killed in action July 18, according to private dispatches to his parents, Mr. and Mrs. R. G. Blum, 4436 N. Kildare Avenue, early in September. Lieut. Blum was attached to Company I, 26th infantry. He won his commission at the Fort Sheridan training camp.

The Hayward-Rich Grain Company has been formed at Indianapolis, Ind., with offices in 522 Board of Trade Building, to carry on a general grain receiving and shipping business. The members of the firm are William C. Hayward and W. E. Rich, both popular members of the grain trade of Indianapolis and favorably known among grain circles of Chicago as well as the trade tributary to the Indianapolis market. They will have an exceptionally strong organization for handling consignments with high prospects for a successful business.

L. Bartlett & Son Company of Milwaukee, Wis., a firm of 51 years' standing, has established an office at Chicago and incorporated under the laws of Illinois for \$20,000. It will be operated under the personal management of H. J. Mayer, long connected with the Chicago grain trade. The officers of the Chicago branch which will be conducted under the same firm name as at Milwaukee are: H. H. Peterson, president; E. H. Hiempe, vice-president; H. J. Mayer, secretary and treasurer. Offices are at 327 South LaSalle Street.

William H. Garfield, for a number of years elevator superintendent for the Cleveland Grain Company of Cleveland, Ohio, has become superintendent for the Fostoria Storage & Transfer Elevator Company of Fostoria, Ohio, taking the place of E. H. Luhring who has occupied the position for the past two years but who has taken a similar position with the Ansted & Burk Company of Springfield, Ohio. The Fostoria Storage & Transfer Elevator Company is building a new side track and installing a Western Corn Sheller to enable them to better handle grain from shippers.

On August 29, Howard Jackson, vice-president of the Grain Corporation, Food Administration, presented the official badge of the Food Administration to the members of the "To-Arrive" Committee of the Chicago Board of Trade. These are: Frank J. Delany, E. F. Rosenbaum, George E. Marcy, Lowell Hoyt and Wm. N. Eckhardt. Others so honored were Ed. D. McDougal, E. S. Rosenbaum and Fred Zimmerman. The presentation was made in recognition of the efficient work done during the recent period when congestion threatened the Chicago market.

Application for the appointment of a receiver for the Walker Grain Company of Ft. Worth, Texas, was filed the last week in August in United States court at Ft. Worth by attorneys representing grain dealers in Missouri and Oklahoma. It was alleged

that the Walker Grain Company was indebted to them in the amount of \$100,000. The companies signing the application were the Gregg Grain Company, Brunswick Grain Company and Elwood Grain Company of St. Joseph, Mo.; C. V. Fisher Grain Company and Moore-Lawless Grain Company of Kansas City, Mo., and the Guthrie Mill & Elevator Company of Guthrie, Okla.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of August, 1918:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus...	5,132,438	1,605,565	2,439,827	1,682,729
Corn, bus....	342,482	791,643	5,618	552,949
Oats, bus....	312,888	2,457,908	623,848	2,040,165
Barley, bus....	5,057	63,971	84,874	.....
Rye, bus....	33,775	124,671	1,325	649
Hay, tons....	2,834	1,703	.....	.....

**CHICAGO**—Reported by John R. Mauff, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	27,250,000	3,091,000	17,429,000	1,894,000
Corn, bus....	5,254,000	4,050,000	2,728,000	1,791,000
Oats, bus....	22,765,000	14,924,000	9,360,000	8,167,000
Barley, bus....	1,365,000	1,600,000	130,000	303,000
Rye, bus....	694,000	337,000	420,000	176,000
Timothy Seed, lbs....	764,000	3,810,000	1,218,000	2,605,000
Clover Seed, lbs....	135,000	602,000	167,000	429,000
Other Grass Seed, lbs....	847,000	4,119,000	227,000	470,000
Flax Seed, bus....	12,000	52,000	.....	9,000
Broom Corn, lbs....	1,543,000	2,633,000	543,000	491,000
Hay, tons....	18,185	17,185	2,741	1,411
Flour, bbls....	686,000	460,000	384,000	447,000

**CINCINNATI**—Reported by S. S. Reeves, secretary the Grain and Hay Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	1,487,800	.....	453,650	.....
Shelled Corn, bus....	168,300	.....	225,500	.....
Ear Corn, bus....	23,100	.....	.....	.....
Oats, bus....	740,800	.....	259,200	.....
Rye, bus....	48,400	.....	28,600	.....
Bran & Other Feed, cars....	50	.....	.....	.....
Hay, cars....	559	.....	.....	.....

**CLEVELAND**—Reported by F. H. Baer, traffic commissioner the Chamber of Commerce:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	438,186	77,664	53,399	3,533
Corn, bus....	127,821	129,732	52,548	95,024
Oats, bus....	1,119,779	512,250	61,978	162,048
Barley, bus....	9,273	4,517	.....	1,516
Rye, bus....	5,077	33,203	308	23,961
Hay, tons....	2,950	4,460	11	2,250
Flour, bbls....	77,864	60,172	9,706	30,572

**DETROIT**—Reported by M. S. Donovan, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	263,000	222,000	12,000	23,000
Corn, bus....	193,000	95,000	39,000	13,000
Oats, bus....	858,000	495,000	81,000	86,000
Barley, bus....	11,000	.....	.....	.....
Rye, bus....	54,000	.....	7,000	14,000
Flour, bbls....	.....	27,000	.....	36,000

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	3,508,000	989,000	1,119,000	262,000
Corn, bus....	1,728,000	1,080,000	622,000	451,000
Oats, bus....	2,738,000	3,433,000	803,000	534,000
Rye, bus....	219,000	83,000	39,000	23,000

**KANSAS CITY**—Reported by E. D. Bigelow, secretary the Board of Trade:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	16,187,850	4,772,250	7,595,100	3,037,500
Corn, bus....	1,433,750	657,500	1,561,250	421,250
Oats, bus....	2,774,400	2,823,700	892,500	1,264,500
Barley, bus....	3,000	25,500	37,700	3,900
Rye, bus....	38,500	53,900	12,100	35,200
Flax Seed, bus....	.....	13,000	4,000	6,000
Hay, tons....	38,508	29,976	13,704	10,092
Flour, bbls....	60,450	36,400	247,000	314,925

**NEW YORK CITY**—Reported by H. Heinzer, statistician the Produce Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	6,040,000	.....	2,196,798	.....
Corn, bus....	739,200	.....	518,324	.....
Oats, bus....	692,000	.....	1,292,716	.....
Barley, bus....	144,600	.....	145,837	.....
Rye, bus....	38,750	.....	14,860	.....

**OMAHA**—Reported by F. P. Manchester, secretary the Grain Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	4,659,600	267,600	2,598,000	124,800
Corn, bus....	2,773,400	3,145,800	2,522,800	3,460,800
Oats, bus....	2,504,000	2,548,000	1,349,000	1,736,000
Barley, bus....	115,200	122,400	44,800	81,000
Rye, bus....	25,200	25,300	23,100	13,200

**PHILADELPHIA**—Reported by A. E. Clemmer, secretary the Commercial Exchange:

	Receipts		Shipments	
	1918	1917	1918	1917
Wheat, bus....	4,262,693	684,255	2,111,883	674,483
Corn, bus....	66,644	241,742	39,284	449,580
Oats, bus....	623,638	1,602,480	400,000	1,687,373
Barley, bus....	3,750	4,000	.....	.....
Rye, bus....	41,323	60	.....	.....
Hay, tons....	1,488	.....	.....	.....
Flour, bbls....	79,787	131,998	.....	.....



## TRADE NOTES

H. C. Malsness, Southwestern representative of the Nordyke & Marmon Company of Indianapolis, Ind., spent the latter part of August on a vacation in Michigan.

Merel G. Peterson, formerly associated with the Niles-Bement-Pond Company and Pratt & Whitney Company, is now connected with the Chicago office of the Walter A. Zelnicker Supply Company of St. Louis, Mo.

C. D. Neal, milling engineer for The Wolf Company of Chambersburg, Pa., made a tour through the Southwest late in August in which he superintended the initial operation of the new mills completed for the G. B. R. Smith Milling Company of Sherman, Tex., the Yukon Mill & Grain Company of Yukon, Okla., and the Bast-Fogarty Milling Company's mill at Des Moines, Iowa.

Fairbanks, Morse & Co., of Chicago, Ill., announce their Fairbanks-Morse "Y" Oil Engine is a great saving over steam. It seems that users cannot say too much in commendation of the engine, judging from lists of testimonials which the company has received. Besides engines, the Fairbanks-Morse firm does a very large business with the grain trade in scales, motors, lighting plants, etc.

Grain elevator operators have found catalog No. 110, published by Geo. B. Carpenter & Co. of 440 No. Wells Street, Chicago, Ill., a very useful reference book. It is designed to list at the desk of the elevator owner a large general stock of supplies and equipment for instant use and avoid the delay of correspondence or the wait for a salesman. The catalog contains over 1,100 useful pages and may be had on request.

Patriotism can be shown these days by making old cars useful, and defective cars feasible for loading grain. This is accomplished by the use of Kennedy Car Liners manufactured by the Kennedy Car Liner & Bag Company of Shelbyville, Ind. The manufacturers announce that these liners prevent all leakage of grain in transit and pay for themselves. Illustrated literature may be had for the asking.

The B. S. Constant Manufacturing Company of Bloomington, Ill., in spite of a very busy season, is making prompt delivery of their machines and specialties for grain elevators. Machines include their well known U. S. Grain Cleaners, U. S. Corn Shellers, Constant Safety Ball-bearing Man-lift, Eclipse Automatic Dump Controllers, Patented Chain Grain Conveyors and Feeders, etc., etc., besides full lines of general grain elevator machinery.

Their general catalog contains full descriptions and particulars of all Constant machines and a copy will be sent to any firm on request.

The S. Howes Company, Inc., of Silver Creek, N. Y., have a very popular machine in their 3-in-1 oat clipper, wheat smutter and grain separator. This combined machine has proven very successful and has met with a very large demand. Another machine of recent large sales is their oat clipper with divided self-balancing shoe. These machines are fully described in their new catalog No. 75, as well as other lines from the Eureka Works.

Carlton Hess of the 108th Engineers, now somewhere in France, has been doing good service for Uncle Sam and the Allies since last May. He is the son of George H. Hess, president of the Hess Warming & Ventilating Company, Chicago, Ill. Latest news is that Carlton is in the neighborhood of English troops in France. He writes entertainingly of the construction of trenches, entanglements, etc., and of the nights of sleep in the open air.

Diamond Grain Elevator Belts, manufactured by the Diamond Rubber Company of Akron, Ohio, have become standard wherever grain elevators are operated. The grain elevator owner wants results from his power equipment and has come to learn that Diamond Belts give the assurance of perfect work and service. Testimonials from users in both terminal and country elevators are uniform in praise of the belt's strength and durability, cardinal points in which the user is vitally interested.

The Burrell Engineering & Construction Company of Chicago, Ill., have just completed alterations and improvements in their general offices on the eleventh floor of the Webster Building, making them larger and more convenient. A very spacious reception room is maintained for customers and is utilized also for office assistants, and salesmen when they are in the city. This opens directly into private offices for president, Geo. T. Burrell, Jos. Wilson, secretary and purchasing agent, J. C. Burrell, vice-president and head of the construction department, J. A. Rankin, treasurer and head of the auditing departments. On the opposite side also opening from the reception room is the estimating department with P. J. Hansen, chief engineer in charge, and the enlarged drafting room presided over by chief draftsman, Theo. Laws. The company has exceeded its work of last year in the construction of terminal and the modern concrete country type of grain elevators and mills,

and maintains branch Western houses for the convenience of patrons in that territory.

### "WHAT CONSTITUTES DELIVERY?"

To allay any misunderstanding with respect to what constitutes delivery of freight at destination, as provided for by General Order No. 25, and for the purpose of defining when transportation charges are due, Director Prouty in P. S. & A. Circular No. 25 promulgated the following:

1. The lien on property transported should not be released if there is doubt as to the willingness or ability of the consignee to promptly pay the transportation charges. In such cases the present practice should be continued and payment of freight charges exacted before placement of cars on private siding, before delivery of cars to terminal switching carrier or before seals are broken after placement on public team tracks. If commodities are transported in open cars, freight charges should be collected before cars are unloaded, and if considered necessary, before placement on team tracks.
2. Cars consigned to bonded customers or to regular responsible customers are to be considered as delivered when placed upon industrial sidings or team tracks, either those connecting directly with the road haul carrier or those located on terminal switching lines.
3. Cars will be considered to be delivered when placed on interchange tracks with industrial railroads.
4. Under the provisions of paragraphs 2 and 3, cars will also be considered as delivered when constructively placed, as provided by demurrage rules.

### DOES WASHINGTON NEED ELEVATORS?

The combination of a large wheat crop and a car shortage in the Pacific Northwest caused a condition at every station resembling that shown in the illustration, which is the plant of the Watertown Union Grain Company at Withrow, Wash.

Stacked in back of the small elevator are sacks of wheat holding many times the capacity of the house, and practically at the mercy of the weather, rodents and insects. In stacks like these mice did millions of dollars' worth of damage in Australia last year, and when a plague of mice gets started it is most difficult to control, as they multiply as fast as they can be killed when there is an ample food supply.

Washington has improved its storage facilities to a notable extent during the past few years and the principle of bulk handling is gaining such headway that in a short time the expensive and wasteful use of sacks will be discontinued entirely. While the Washington crop this year is below average, plans for a record seeding this fall and next spring are under way so that storage facilities in 1919 will be needed in the state as never before.



STACKED WHEAT AT WITHROW, WASH

Photograph by courtesy of the Burrell Engineering and Construction Company, Chicago.



# NEWS LETTERS

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

**I**N TENSE interest has been taken in Milwaukee in the ruling at Washington to stop the brewing of beer on December 1, because of its effect on the breweries and because of its effect on the barley market of the city. Perhaps the man best informed on the brewing business of the state is W. H. Austin, counsel for the brewers, who is always authorized to give out any statements made by the brewers for publication.

Mr. Austin makes the estimate that from 25,000 to 30,000 Wisconsin employees directly and indirectly connected with the brewing industry will lose their jobs by the enforcement of prohibition on December 1. He was unable to estimate how many of these men would be available for service in the army under the draft law because a large number of the men employed in the breweries are older men who have been working in the breweries for 25 years or more.

The stocks of beer on hand will last until about February 1, according to Mr. Austin. With the production about two months ahead of the consumption, the supply will last about two months after the brewing of beer stops.

According to the interpretation of Mr. Austin, it will be illegal for the breweries to make near beer because the order of the Government provides that no grain which is useful for feeding shall be employed in the making of beverages. As the breweries have been utilizing much of their space for lighter beverages this will be an added hardship.

The brewery plants will not be available for any kind of war production, in the opinion of Mr. Austin, because the machinery now in the breweries would be useless and because the buildings are not adapted to be used in any other way. Even the outside walls, he said, would be of little use because they contain no windows such as many manufacturing plants must have. The interior of the plant would have to be cleaned out entirely, he thinks, which would still further assure that the brewery plants will have to stand idle for the period of the war.

No provision has been made for the use of brewery funds, said Mr. Austin, because the brewers of the state were taken completely by surprise by the sudden order from Washington. He stated that brewers had expected that Congress would indorse prohibition according to the bills now pending but these would have given free reign to the brewing industry until July 1 of next year.

Mr. Austin represents 11 large breweries in Milwaukee and 65 in the state, so that the interests in this association are by far the largest in the state.

Wisconsin has in round numbers 8,900 saloons and Milwaukee alone has 1,900 saloons. About \$52,000,000 of capital is employed in the Milwaukee breweries alone which will be useless according to the statement of Mr. Austin. The breweries of the city have directly used about 6,000 workers.

From the taxation standpoint, the new order is also important as Milwaukee will lose about \$400,000 annually in the form of license fees and the eastern district of Wisconsin alone collected \$6,559,000 in internal revenue taxes. This includes only a por-

tion of the state, but the bulk of the state's brewery output is in the district quoted.

It has been estimated that farmers of the state receive about \$15,000,000 annually from the sale of barley.

Millers report that a strong demand has grown up for barley flour and it is believed that this call will help very largely to absorb the barley output which has previously gone into the making of beer. A large number of Wisconsin farmers also use their barley freely for the production of pork and it is believed that there is ample opportunity to increase the use of barley along this line. Barley can also be used in various mixed mill feeds.

Since no unmalted grains can be purchased from this date, some immediate decline in the barley demand is looked for. The immediate effect of the brewing order was a drop of 5 cents a bushel at the Milwaukee market. For the first week in September, the net gain in the barley market was 6 to 8 cents a bushel, indicating that the market was on the upgrade when the order was received. The receipts of barley at Milwaukee for the week was 106 cars.

\* \* \*

Grain in store in Milwaukee at the close of the month of August was 1,229,000 bushels of wheat, 111,000 bushels of corn in round numbers, 836,000 bushels of oats, 235,000 bushels of barley and 8,000 bushels of rye. The stocks of wheat and oats are most abundant at the present time, but these are far from excessive.

\* \* \*

The September rate of interest of the Chamber of Commerce has been fixed by the Finance Committee at 7 per cent.

\* \* \*

Reports at Milwaukee indicate that an embargo has been placed for a time on shipments to Buffalo, via the New York Central for reconsigning, or held for orders. Congestion has developed there as the result of heavy shipments via lake and also due to liberal shipments of oats from Ohio and Indiana.

\* \* \*

Receipts of grain at Milwaukee are well maintained for this season of the year with 941 cars per week, compared to 746 cars a year ago and 1,400 cars for the same week in 1916. Total receipts for the current week were 106 cars of barley, 80 cars of corn, 443 cars of oats, 299 cars of wheat and 13 cars of rye. Receipts are ahead of the small run of grain last year, but they do not come up to the large arrivals of two years ago.

\* \* \*

An excellent demand and an active market is reported for wheat, Milwaukee being one of the more popular wheat markets of the country at the present time. Millers and shippers are bidding actively for the grain and the movement is increasing. The market is well cleaned up every day and some premiums are showed over the Government fixed prices for the better grades. The wheat coming is of excellent quality although some of it shows the effects of heavy rain about harvest time.

\* \* \*

Wisconsin is making a special effort to enforce the seed law and farmers and dealers who are planning to sell winter wheat, rye and timothy have been asked to see that the seed law is followed so that all agricultural seeds exposed or offered for sale in packages, exceeding one pound in weight, must be labelled with the name and the kind of seed, the name of the party selling it, the percentage of purity and germination, and in case of winter rye and wheat, the place where the seed was grown. The law says that the label shall be printed

very clearly so that the user will know at a glance whether the seed will be satisfactory or not.

Several weed seeds are prohibited in farm seeds in greater numbers than one noxious weed seed to 3,000 crop seeds. The weed seeds prohibited are Canada thistle, couch, quack grass, clover dodder, field dodder, English charlock or wild mustard, Indian mustard, wild oats, corn cockle, ox-eye daisy, snap dragon, and sow thistle. In the case of buckhorn, ribwort, or narrow leaved plaitain the number of weed seeds allowed must not be more than one in each thousand. In case of seeds which have more than one weed seed for each 3,000 crop seeds, they cannot be sold legally in Wisconsin and if such seeds are sold, the party selling is subject to prosecution and fine of not more than \$100. For later offenses the fine shall be not less than \$100 and not more than \$500. This for each offense after the first.

The State Department of Agriculture has the right to collect seeds in the open market and test them and if the test reveals too many weed seeds, the party is subject to prosecution. The state seed inspector will test seeds for 25 cents per sample but farmers and growers are asked to be very careful in making up of the sample.

The Wisconsin seed law is believed to be one of the most stringent in the union. At any rate it protects the buyer both against noxious seeds and the lack of germinating power.

\* \* \*

The prospects for a good corn crop in Wisconsin in many sections of the state are better than they have ever been before at this season of the year, according to Prof. R. A. Moore of the College of Agriculture. The only fear, says Mr. Moore, is that because of the bumper crop the farmers will overlook the importance of saving seed. He declares that the price of seed corn is usually four or five times as high as that paid for the ordinary corn marketed and the demand for such seed corn is also strong. Any one who saves seed corn this year will be well repaid for the effort, is the conclusion of Prof. Moore.

\* \* \*

Grain men of Milwaukee are taking an intense interest in the proposition to improve the transportation facilities of Milwaukee through a committee of the Association of Commerce. This committee is planning to make a broad survey to see what should be done to give the city adequate freight service. The committee will decide whether the railroads and steamship lines now entering Milwaukee afford connections with the outside world in sufficient measure to render adequate services to the city's growing commerce.

The committee will also investigate if the prospect of the permanent ownership of the railroads by the Government is such that it may prove timely and expedient to plan future extensions of Milwaukee's transportation system.

Another important topic is whether the city should have a unified terminal of all lines. The committee will be enlarged so far as may be necessary to make this probe and it will report to the Association of Commerce what is expected to be the most comprehensive report ever issued on Milwaukee transportation systems.

\* \* \*

The E. P. Bacon Company, leading grain merchants of Milwaukee, have compiled several hundred reports on crop conditions from their various correspondents. The Wisconsin report shows an increase in barley production as compared with last year, there being a larger acreage and a slightly



larger yield. Quality is good, the berry is generally medium weight or plump and no unsoundness is noted from unfavorable harvest weather and no light weights from defective maturity. The barley is generally reported discolored from Wisconsin, although some report some good color and some bright. The acreage estimates compared with last year range from 100 per cent to 25 per cent decrease, but the larger number reported an increase, the average increase being  $13\frac{1}{2}$  per cent. Yield per acre ranged from 25 to 55 bushels and the average was reported at  $35\frac{1}{2}$  bushels, or  $2\frac{1}{2}$  bushels more than last year. The Wisconsin acreage from 1917 is about 600,000 acres.

\* \* \*

Milwaukee grain men are making elaborate preparations to entertain some 1,500 delegates to the Grain Dealers National convention here September 23 to 25. Julius Barnes, head of the Food Administration Grain Corporation, will be one of the chief speakers.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

AUGUST caused much trouble with the corn growers of Kentucky, Indiana, Tennessee and other producing sections of the corn belt. Early August was the hottest period experienced in Louisville in 17 years, and was followed by a long spell of rainy and cool weather. Early corn burned up, and late corn was stunted. The condition of the corn crop in the latest report as issued by Matt Cohen, Commissioner of Agriculture, for Kentucky, as of September 7, shows that condition has improved since the first of the month, and is now estimated at 76 per cent, with the yield estimated at 21 bushels per acre as compared with a 30-bushel yield as estimated last year.

\* \* \*

Considerable interest is being shown in the movement to increase the wheat acreage in Kentucky, and the recent announcement of the Government relative to guaranteeing the farmer a price has strengthened the movement considerably. The State Department of Agriculture and other backers of the movement report that it is showing up nicely, and newspaper reports from various counties show that farmers have pledged themselves to increase the acreage. That there will be a decided increase in acreage is indicated by reports from implement manufacturers, jobbers and retailers who report very heavy sales of wheat drills and other implements.

\* \* \*

After being out of commission about 20 months on account of destruction of the plant by fire, the Kentucky Public Elevator Company expects to start operation in late October, in time for handling corn. The company expected to be ready about September 1, but shortage of labor and machinists and other delays held back the work. The buildings have been completed, and it is now a question of getting the machinery installed and in order. When this plant is again in operation it will relieve conditions in Louisville materially, as since the fire Louisville hasn't had adequate elevator facilities.

\* \* \*

The Kentucky Feed & Grain Company of Louisville, has increased its capital stock from \$10,000 to \$50,000, having recently filed amended articles of incorporation.

\* \* \*

Fire at Hopkinsville, Ky., starting from lightning entirely destroyed the mill and elevator of James Cate & Son Company, with 15,000 bushels of wheat and 1,500 bushels of corn, the entire loss being estimated at about \$60,000, insured.

\* \* \*

Some of the western Kentucky elevators around Henderson and Owensboro handled some excellent deals during the month in connection with buying

up 1917 corn crops from the bottom lands. One elevator purchased 12,000 bushels of corn from two growers at an average price of \$1.85 a bushel; while another big crop of 5,000 bushels was purchased by the Henderson Elevator Company, at \$1.75 a bushel.

\* \* \*

Logan & Haggin, grain dealers of Cynthiana, Ky., had two men injured when a brick warehouse collapsed while being loaded with oats. About 7,000 bushels of oats had been stored, and another car was being unloaded when the building let go without warning.

\* \* \*

A. F. Lemon, of Providence, Ky., has purchased the feed, grain and hay business of Holeman & Arnold, and will specialize in manufactured and mixed feeds of various kinds.

\* \* \*

Under the new regulations which will put the breweries out of business on December 1, five Louisville breweries will suspend. It is estimated that these five plants consume about 500,000 bushels of grain annually, but at the same time manufacture dried grains which are used to advantage as stock feeds.

\* \* \*

During a severe electrical storm at Camp Taylor, Louisville, in August, a large hay warehouse of the Quartermaster's Department took fire and burned to the ground. The four camp fire companies did excellent work, and prevented the spreading of the blaze.

\* \* \*

For the first time in many years mills and elevators have been forced to turn down wheat, and even wagon wheat at many of the country mills. Until the substitute flour rule was changed from the 50-50 basis to the 80-20 basis, mills had practically no business whatever. The country mills had supplied their regular channels. The large mills had loaded up the Southern jobbers and retailers as heavy as they could go under the 50-50 ruling and 30-day supply clause. As a result the mills were flooded with wheat that could not be ground. Farmers were anxious to realize on their grain, but the mills without flour orders couldn't grind the wheat, and in some cases had to stop buying even wagon wheat after their storage capacity was loaded. One country miller while recently in Louisville stated that for the first time in 40 years he had been forced to refuse wagon wheat.

## CINCINNATI

K. C. CRAIN - CORRESPONDENT

THE movement of the great wheat crop, which has been steadily under way through this, as well as other markets, during the past two months, or ever since the early harvest began, is threatening seriously the capacity of storage elevators and the ability of the trade to handle it, on account of the failure of the number of handling permits issued to keep up with the volume of shipments. In consequence, more wheat is shipped and otherwise offered to this market than the storage capacity can take care of. From July 15 to August 15, according to figures available, Cincinnati handled 2,338 cars of wheat, amounting to 2,806,800 bushels, valued at \$6,231,096. Leading grain men have pointed out that unless permits for shipments are issued more rapidly, this and other similar intermediate markets will be compelled to refuse shipments, thus forcing farmers to hold their grain, and to that extent interfering with the movement of the crop, as well as risking the depreciation which frequently occurs where grain is held in the inadequate and unsafe storage which exists on the average farm.

\* \* \*

The educational work done under the direction of the Cincinnati grain trade and business interests generally, by Agricultural Agent D. R. Van Atta,

designed to bring about better farming methods and greater production, has had its effect, judging by Mr. Van Atta's figures on the Hamilton County wheat production for the current year. The average yield of the county increased from 17 to 22 bushels an acre, while in some cases as much as 42 bushels an acre were harvested. The increased yield was due to more careful seed selection, better preparation of the ground, and to increased use of commercial fertilizers.

\* \* \*

A plea has gone forth to the farmers of Ohio from the State Grange for an increase in wheat production of not less than 10 per cent, to be brought about not only by increased acreage, but by more vigorous work. In spite of the difficulty at present existing in the state on account of the prolonged drouth, only recently broken, resulting in hard ground and bad conditions for plowing, it is urged that farmers do everything in their power to increase their wheat crop for next year. The statement continues, in language worth quoting: "The tide of battle on the Western front has definitely turned in favor of the Allies. Certain and sure victory can be seen in the distance. The tiller of the soil must not be deceived and led to feel for one moment that he can relax his hard toil or lessen his efforts to feed a hungry world. The pathway ahead may be long and difficult. The need for food supplies will constantly increase. Marshal Foch, the world's leader, has demonstrated that reserves bring victory. The Ohio farmer must help to build up America's wheat reserve."

\* \* \*

The A. C. Gale Grain Company has purchased the elevator which has heretofore been operated by Ralph Gray & Co., on Hopple St., near Beekman, and is taking steps to add considerable storage space, with the object of increasing the storage capacity of the plant to a total of 75,000 bushels, enabling the company to handle 25 cars of grain a day.

\* \* \*

The registration of men up to 46 years of age, required under the new draft law, called for many of the active grain men in the Cincinnati trade to answer to the call, and this was cheerfully done on September 12. President E. A. Fitzgerald, of the Cincinnati Grain and Hay Exchange, with E. B. Terrill, first vice-president, and H. M. Brouse, John E. Collins, Jr., Elmer H. Heile and W. A. Van Horn, directors, were among the registrants. Mr. Fitzgerald was just three days under 46 on the registration day. H. E. Richter, another director, was exactly 46 on September 12 and was therefore not required to register. Virtually all of the grain men who registered have families dependent on them, and are, moreover, engaged in the vital work of handling the nation's food supplies, as well as forage for army horses and mules, so that few, if any of them, will be taken for the army. They are all ready for any duty which may be assigned to them, however, and show a spirit which speaks splendidly of their patriotism.

\* \* \*

Daniel O'Connell, a member of the Cincinnati Grain and Hay Exchange, who was inducted into the military service recently, being assigned for duty to Camp Zachary Taylor, Louisville, Ky., was presented by other members of the Exchange with a handsome wrist watch on the eve of his departure for the camp.

\* \* \*

The Fairmount Grain Elevator Company has been incorporated in Cincinnati by Murray Eisfelder, Jr., Walter Freiberg, A. C. Gale, Maurice J. Freiberg and E. W. Turner. The company has a capital stock of \$100,000, and proposes to conduct a general grain handling and shipping business.

\* \* \*

The Feger Grain Company, against which the Michigan Milling Company recently filed suit in the United States District Court in Cincinnati, alleging breach of contract for the purchase of 221 carloads of beans, has filed its answer to the suit. It admits that the Michigan company was commissioned to purchase the beans, and that the Feger company failed to meet drafts covering 118 cars,



but declares that these 118 carloads were sold by plaintiff, with the consent of the Ferger company, at a profit of \$2,052, for which judgment is asked, as the Ferger company maintains it is entitled to any profit arising out of the transaction.

\* \* \*

Harry H. Bingham, Henry H. Hornbrook, Albert H. Morrill, Hedwig Keller and M. G. Heintz have organized the Bingham-Scholl Grain Company to operate in Cincinnati. The company has a capital stock of \$100,000, and it is understood it will operate the former Stafford plant, recently purchased by the Bingham, Hewitt & Scholl interests, of Indianapolis.

\* \* \*

The Anna Grain Company has been incorporated at Anna, Shelby County, Ohio, with a capital stock of \$30,000, and will handle a local grain business. C. J. Hommert, Louis Finkenbine and C. F. Hughes are interested.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

**M**ARKETING of spring wheat at the Duluth market began in earnest during the first week of this month, and in the opinion of experts there is every probability that the momentum will be maintained up till the close of the navigation season. When business opened on the Tuesday morning after Labor Day, there were 696 cars of wheat on track and daily runs reaching up to over 400 cars have been the rule since.

Under these conditions, wheat stocks in the elevators here, which on August 27 stood at only 8,000 bushels, increased to approximately 2,000,000 bushels during the first 10 days of September. Elevator men are counting upon handling a substantial tonnage of grain during the navigation season and there is every assurance that supplies will be stored at the Head of the Lakes terminals on a substantial scale during the winter months in pursuance of the announced aim of the Food Administration to accumulate a reserve of 300,000,000 bushels of wheat against possible contingencies next year.

\* \* \*

Among the early receivers of new spring wheat on the Duluth market during the third week of August were Randall, Gee & Mitchell, the Van Dusen-Harrington Company and the Benson-Stabeck Company. Twenty-two cars were in the initial lot. They averaged up well in weight at up to 62 pounds and premiums up to 6 cents over the Government fixed price were paid. The grain was taken by the Duluth-Superior and the Duluth Universal Milling Companies. The first cars of hard winter wheat were consigned to Gregory, Cook & Co., and were sold to the Duluth Universal Milling Company at a premium of 5½ cents.

It was regarded as interesting that the Food Administration Grain Corporation did not buy a bushel of wheat during the first five days marketing rush, the milling and elevator demand having been sufficient to absorb it. Since then, however, some grain has been left over each day for the Food Corporation to absorb.

\* \* \*

An undue proportion of smutty spring wheat has made its appearance on the market here this fall. That was attributed largely to inability of some, and carelessness on the part of other farmers in procuring and putting in their seed. In the endeavor to seed the largest acreage possible to wheat, properly selected seed was unobtainable in some districts. A proportion of damp wheat was also offered on the market here at the start and was penalized accordingly. That condition was due to wet weather setting in after threshing had been started. Improvement in that connection

speedily came about, however, and operators are now sanguine that the grain will grade unusually high during the season.

\* \* \*

From reports received by elevator men and grain handlers on this market, the outlook now is that a large acreage will be plowed for spring wheat this fall. In some sections of the Northwest plows were in the fields almost immediately after the wheat and coarse grains had been cut. The ground is said to be well supplied with moisture and to be in good shape for plowing. The extent of the acreage prepared depends almost altogether upon weather conditions. Farmers as a whole are inspired by patriotic views, and satisfaction is expressed over the action of President Wilson in setting the price for the 1919 crop on the same basis as this season with the possibility of future adjustment in the event of production costs being considered to warrant it.

\* \* \*

Commission charges by brokers on grains on the Duluth market during the present season have been subject to only slight revisions from last year. They have been announced by the Board of Trade as follows: Buying and shipping in cars in lots of 5,000 bushels or more: Wheat, barley, rye and flaxseed, 1 cent per bushel; corn, ¾ cent per bushel; oats, ½ cent per bushel.

For receiving and selling from vessels, or buying and shipping by vessel: Wheat, rye and barley, ½ cent per bushel; flaxseed, ¾ cent per bushel; corn and oats, ¼ cent per bushel.

When delivery of warehouse receipts on a contract for future delivery has been made, and the owner orders the grain represented by such receipts handled and shipped in cars: Wheat, barley and rye, ½ cent per bushel; flaxseed, ¾ cent per bushel; corn and oats, ¼ cent per bushel.

The above charges are in addition to the charge for making the contract for future delivery and taking delivery. When a contract for future delivery is exchanged in the purchase of grain or flaxseed for shipment, it shall be construed to be a delivery. For buying and selling wheat and other grain for future delivery, the charge is \$1.50 for each 1,000 bushels or multiple thereof, and for buying and selling flaxseed for future delivery ¼ cent per bushel.

For buying and shipping in cars in lots of 5,000 bushels and less, the commissions are: Wheat and rye, 1½ cents per bushel; barley, 1 per cent of the gross proceeds, with a maximum of 2 cents per bushel and a minimum charge of 1 cent per bushel; corn, 1 per cent of the gross proceeds, with a maximum charge of 1½ cents per bushel and a minimum charge of ¾ cent per bushel; oats, 1 per cent of the gross proceeds, with a maximum charge of 1 cent per bushel and a minimum charge of ½ cent per bushel; flaxseed, 1 per cent of the gross proceeds, with a maximum charge of 2 cents per bushel and a minimum charge of 1 cent per bushel.

\* \* \*

Grain shippers at Duluth have received assurance that ample vessel tonnage will be supplied to take care of all probable shipments from the elevators until the close of the lake navigation season. Vessel interests assert that tonnage will be allocated for the trade as shipping needs develop and that every effort will be made to avoid congestion at Buffalo. Barge shipments via the Erie Canal are being counted upon as a factor in that connection, according to vessel men.

\* \* \*

George E. Robson, vice-president and manager of Turle & Co., with offices at Duluth and Minneapolis, has removed from here to the Twin Cities to take charge of the firm's interests there during the period of the war. Mr. Robson has been engaged in the trade on both markets during the last 26 years.

\* \* \*

Announcement has been made that the Hagen-Berg Company, with offices on the Duluth and Minneapolis markets, has been dissolved. Thomas

Hagen has purchased H. L. Berg's interests and will continue his connections on both markets.

\* \* \*

R. M. White of the White Grain Company has reported the opening of a good trade in oats with Southern points. He is preparing to make substantial shipments as soon as marketings of that grain attain any volume. Mr. White is of the opinion that the hay crop over this territory this season is lighter than it was last year and that it will be necessary to supply dairymen at many points that in normal seasons have been liberal shippers. He looks for a high market in hay on that account during the fall and winter months.

\* \* \*

Members of the Duluth Board of Trade are putting up a hard fight against any changing in the relationships of the grain markets as a result of the recent advance in freight rates by the Railroad Administration. They contend that the spread of 5 cents between the Duluth and Minneapolis markets should not be disturbed, as it was fixed by the Interstate Commerce Commission after an inquiry that extended over a period of two years. Should the Minneapolis claim be allowed for a milling in transit rate, it is figured out that millers at the Head of the Lakes and buyers of wheat on this market generally would be penalized to the extent of 2½ cents per bushel. The final decision of the Railroad Administration is being awaited with interest here.

## PHILADELPHIA

F. W. COLQUHOUN - CORRESPONDENT

**A**BULLETIN relative to wheat screenings and contracts restricted to shipment within 30 days was issued September 5 by H. D. Irwin, Philadelphia zone agent of the Grain Corporation, to all mills and elevators in Pennsylvania, New Jersey, Ohio, Indiana, and Michigan. Regarding wheat screenings, Mr. Irwin announces that any sales of this stock in excess of the fair price schedule for bran will be regarded as a violation of the rulings of the administration and cause for revoking the offender's license.

Under recent bulletin, Mr. Irwin announces, some mills have understood that contracts could now be made for shipment within 60 days, but this is not correct. Under the new rules, holders may have on hand 60 days' stock of wheat, wheat flour, or wheat feed, but so far as making of contracts is concerned, it is not permissible to make contracts for shipment beyond 30 days.

\* \* \*

George C. Jaeger, of J. W. Smith & Co., Pittsburgh, grain shippers, was a visitor at the Commercial Exchange September 5, being the guest of Monroe A. Smith.

\* \* \*

The receipts of wheat for the week ending September 10 were 554,045 bushels; corn, 352,423 bushels; rye, 29,235 bushels, and barley, 2,500 bushels. No exports of grain were reported as leaving this port for the week ending September 6. The previous week the exports totaled 496,363 bushels wheat and 175,000 bushels corn.

\* \* \*

William J. Koch, a prominent grain dealer and one of the oldest members of the Commercial Exchange, who has been sick for four months, is reported as much improved. He has gone to Atlantic City to recuperate.

\* \* \*

An embargo was temporarily placed on exports of wheat from this port on August 13 by Zone Agent H. D. Irwin. This step was taken to facilitate the movement of grain abroad. The division, Mr. Irwin announced, had opened offices at Toledo, Cleveland and Buffalo, and until accumula-



tions that exist here are relieved he suggested that shipments be made through the outside markets or temporarily held off. Up until September 10 the embargo was still in effect.

\* \* \*

Many grain men who have been spending their vacations in the country or the seashore resorts have returned to this city. Louis G. Graff, president of the Commercial Exchange, spent several weeks at Spring Lake, N. J.; A. B. Clemmer, secretary of the Exchange at Trevoise, Pa., and Lorenzo Riley at a farm in Lancaster County. Daniel J. Sullivan, of Sullivan & Frazier, in the Bourse Building, has returned to the city, September 3, after a three weeks' vacation at Atlantic City.

\* \* \*

Many employes of grain brokers and dealers have been called into the service of the Government. One of the latest additions to the forces was George Morton, an employe of the firm of J. P. Pultz, grain brokers in the Bourse. He is now stationed at a Southern training camp.

\* \* \*

John A. Killpatrick & Co., hay, grain and feed brokers, have opened offices at Room 351 Bourse Building, having been situated on the floor above for many years.

\* \* \*

On the first of the month, John B. Matthaui, traffic manager of the Commercial Exchange, announced a new schedule of rates on ex-lake grain at and east of Buffalo and Erie to Philadelphia, New York and Baltimore. They will expire October 10. They are in cents per bushel as follows:

To New York, Philadelphia, Baltimore, domestic wheat, 8.8; corn, 8.3; rye, 8.3; barley, 7.2; oats, 5.2.

To New York, export, wheat, 8.6; corn, 8.1; rye, 8.1; barley, 7.0; oats, 5.1.

To Philadelphia and Baltimore, export, wheat, 8.3; corn, 7.8; rye, 7.8; barley, 6.8; and oats, 4.9.

## BUFFALO

ELMER M. HILL CORRESPONDENT

**G**RAIN receipts by lake at the terminal elevators along the waterfront last month were 3,540,798 bushels, bringing the total receipts for the season up to 9,003,218 bushels as compared with more than 79,000,000 bushels for the corresponding period of last year and more than 106,000,000 bushels for the same period in 1916. Receipts of flour from the West in August were 300,000 barrels in excess of the corresponding period of last year, bringing the total receipts for the season up to 3,213,030 barrels, a gain of almost 1,000,000 barrels over the same period of last year. Decreased receipts of grain and increased receipts of flour indicate that it is the policy of the Government to have wheat and other grains ground into flour as near the point of production as possible.

Terminal elevators along the waterfront have been idle a large part of the season but there are indications that there will be a slight increase in receipts of grain via the great lakes route from now until the close of navigation for the winter. Most of the lake grain is coming from Lake Michigan ports.

Elevators at Georgian Bay ports are becoming plugged, according to reports received in local grain circles and this situation will probably work to the benefit of Buffalo grain elevators until the situation in Canada is remedied. At Port Colborne, Ont., the grain elevators are handling grain to their utmost capacity.

Grain receipts last month were divided as follows: wheat, 3,453,278 bushels and corn, 87,520 bushels. No oats, barley or rye arrived in port. Wheat receipts from the opening to date have been almost 6,000,000 bushels with 946,729 bushels of corn.

\* \* \*

Never in the history of the port of Buffalo has the all-rail movement of grain to this city been so heavy as it has been during the past month.

This situation is the result of the action of the Food Administration Grain Corporation in deciding to accept the delivery of all-rail grain at Buffalo. It is estimated that more than 5,000,000 bushels of all-rail grain have been received by the terminal elevators within the last two weeks and Buffalo is the only port on the lower lakes equipped to handle this volume of all-rail grain so that the city's reputation as being a big receiving center for all-rail has grown enormously within the last month. The all-rail grain receipts are being distributed under the direction of Charles Kennedy, district representative of the Grain Corporation, in such a manner so as least to interfere with the grain movement by lake. Present indications are that much of the new grain crop which has already started to move down the lakes will come to Buffalo for the reason that the Georgian Bay and Port Colborne elevators are beginning to show signs of plugging.

\* \* \*

For the purpose of hastening the movement of grain from the Middle West through Buffalo to the Atlantic Seaboard, the U. S. Railroad Administration has made a temporary reduction of 2 cents a 100 pounds in rates from Lake Michigan ports. The plan is to get the Middle West grain through before the movement of grain from the Northwest starts through Lake Superior ports. Charles Kennedy, local agent for the Grain Corporation, believes there will be no congestion here as the result of the increased grain shipments that will follow the reduction in rates. He has ordered that only grain from Lake Michigan ports be shipped to Buffalo until further notice. If the railroads are able to take the grain away from the terminal elevators at Buffalo, all will be well with the local situation. If there is any danger of congestion on the rail lines east of Buffalo, the shipment of grain from the Middle West will be stopped temporarily.

\* \* \*

Fred E. Pond, secretary of the Buffalo Corn Exchange, has received a notice from the second vice-president of the Grain Corporation saying that the daily declarations of car grain to arrive, together with the amount already here, has reached a point where the Government thinks that safety in regard to Buffalo storage facilities for lake grain, demands that the Government discontinue buying rail wheat for the present. Mr. Pond has been asked to notify members of the Corn Exchange of this fact. It is pointed out by the Government that eastern Canadian ports are extremely congested and it is thought Buffalo terminal elevators will receive all the wheat they can handle from lake vessels for some time to come.

\* \* \*

A series of fires throughout Niagara County in the vicinity of Lockport, N. Y., destroyed several large grain barns and storage sheds with thousands of bushels of wheat, oats, rye and hundreds of tons of hay. The losses will exceed \$15,000. The fires were started during a severe electrical storm.

\* \* \*

The Smith & Jenkins Grain Corporation, which was recently incorporated in Buffalo with a capitalization of \$25,000, has opened offices at 730 Chamber of Commerce Building. Howard J. Smith, who for years has been associated with the grain and elevator trades of Buffalo, is president of the new corporation and Thomas H. Jenkins is vice-president. The company will deal in grains.

\* \* \*

Plans have been filed by the Craver-Dickinson Seed Company, and a permit has been issued to it by the Municipal Bureau of Buildings for the construction of a warehouse costing \$19,000. The structure will be 315 feet long and 58 feet wide.

\* \* \*

There has been a slight increase in the movement of grain and hay over the Erie Canal between Buffalo and New York within the last month. The new fast-service barge canal line operated over the enlarged state waterway has been enjoying a brisk business and carrying charges over the canal on grains is so favorable that many shippers are using the stream to make deliveries to points in New York State and for points in New Jersey in close proximity to New York City. A rumor reached the Corn Ex-

change floor several days ago to the effect that the U. S. Railroad Administration, which has jurisdiction over the new State Barge Canal, will reduce the ex-lake grain rate by canal between Buffalo and New York. The rail rates have been cut temporarily and it is thought the canal rates would be cut proportionately.

\* \* \*

The N. B. Keeney & Co., Inc., have filed papers of incorporation to do a general wholesale seed business in the town of LeRoy, N. Y. The company has an authorized capitalization of \$300,000 and the incorporators are R. M. Keeney, C. N. Keeney and C. F. Keeney, all of LeRoy.

## NEW YORK

C. K. TRAFTON CORRESPONDENT

**F**OR a long time there has been much grumbling among commission merchants or mill agents who handle millfeed in this and neighboring markets. At least, they used to do a good business along these lines in peace times. Now they are expressing great dissatisfaction because their business has been practically killed as a result of rules promulgated by the Food Administration, which permit millers to sell mixed cars if they see fit, these cars containing both flour and feed, instead of selling the flour and feed separately as originally.

It seems that a great many, if not all millers, decided that the privilege to sell flour and feed combined was more to their advantage than selling them separately. Consequently it was said that they had sold a large number of mixed cars, and especially throughout the interior. Obviously, this was an almost impossible proposition for the ordinary mill agent or commission merchant who knew nothing whatever about handling flour. As they were not in a position to dispose of the flour on a satisfactory basis they felt that it would be entirely too risky to attempt to do business under such conditions. It was said that some dealers in other markets, and especially at interior points, thought it wise to undertake to do business under this new method, rather than be altogether idle. It was claimed that their scheme was to sell the feed as high as possible and take a chance with the flour. In other words, to sell the flour as near to cost price as possible. On the other hand, it was asserted that there were many large dealers in this and other big markets who were unwilling to run any risk, and hence had done no business in feed for weeks, if not months.

\* \* \*

A topic of great interest and importance to members of the grain trade on the Produce Exchange was a notice from the U. S. Grain Corporation signed by Julius Barnes, recently posted on the bulletin boards, viz:

As you know, we have endeavored in this year's operations to allow the trade here to mix grades of wheat for outbound shipment. Under the lighter system in this port, after a patient and thorough trial of it, we are convinced that this system cannot be continued without jeopardizing the efficient service which this port must render in war time. Please, therefore, notify the trade that beyond orders which are now filed we shall not take any further wheat f. o. b., but shall take delivery of warehouse receipts in store only. We shall buy sample cars at a fair relative value, and our intention is to be guided in this fair relative value by conference with your Discount Committee.

Wm. C. Mott, chairman of the Grain Committee, sent the following letter in response:

Your favor of the 7th duly received, and as chairman of the Grain Committee, I had the notice posted on the Exchange floor. Previous to receiving your letter I had written to Mr. Beatty suggestions which I thought would facilitate the loading of grain on steamers. I am sorry you consider it necessary to take this step and would beg permission to have an interview with you on this subject to see if my suggestions are feasible. There are three or four obstacles which have been holding up grain, but which I think can be eliminated.

Mr. Mott's suggestions, which he alluded to above, were as follows:

Instead of having each seller give the total quan-



city available for order, have him give you the total on each road. You can then bunch your orders so that the seller will not be compelled to order his entire stock from four or five roads, which means just that many boats. In this way each road can load its boat to full capacity of similar grades without regard to ownership. This is the way we used to handle Manitobas. The roads would get our permission to run all Manitobas of the same grade in the same boat regardless of ownership. I would also suggest that you have it distinctly understood that no seller is to use a railroad boat for a small quantity just for the purpose of mixing. There is no reason why there should be more than three grades, No. 1 Red, No. 2 Red, and a boat for the off grades, but if this is done on each road you can see that there will be many boats at the steamer, whereas if the orders are confined to people operating from one road, we can load the same grades in the boats regardless of ownership.

After interviewing several leading members of the trade it was found to be the consensus of opinion that the significance of the proposed change was primarily based on the contention that delivery under the old f. o. b. system was not sufficiently prompt. In other words, there seemed to be material delays at times, which sufficed to prevent the loading of steamers as speedily as desired, and hence in some cases steamers could not sail at the hour fixed. It was stated in explanation that these delays were largely caused by the fact that on many occasions numerous boats containing wheat from various terminals did not arrive alongside as soon as they should have in order that the grain might be mixed from the floating elevator into the ship as required. It seems that this matter of mixing was entirely in order, being customary under the rules and under official inspection. Still, it was pointed out that possibly some delay had been occasioned by the fact that the arrival of numerous lighters alongside from various terminals had caused congestion. In some quarters it was imagined that possibly the Grain Corporation thought they could get better results by doing their own mixing.

Willis F. Rubins, who has been prominent in grain circles for many years, has announced that hereafter he will act as representative on the New York Produce Exchange for the Chicago Board of Trade commission house of W. H. Colvin & Co. Recently he has been associated with his brother Charles as a local representative for Thomson & McKinnon of Chicago.

Members of the Produce Exchange recently examined with great interest two trophies from the battlefields in France where American troops have been active. One of these was brought back by Lieutenant George Rankin, who is well known to flour men as a member of the Kansas Flour Mills Company of Kansas City. The lieutenant displayed a German automatic revolver which he took from a lieutenant whom he shot down from a tree at the battle of Chateau-Thierry. Although he was said to be the only officer left in his battalion, Lieut. Rankin was unwounded, barring a small scar on the hand. He was evidently in fine health, despite the fact that he had lost 50 pounds. The other trophy, a German soldier's cloth cap, was exhibited by Harry Krulewitch, a local flour jobber, whose son is now in a hospital convalescing from shell shock which caused temporary paralysis of his left side. Still, it was generally agreed that he had got his man as the cap was stained, evidently with blood. On the inside he had written, "Chateau-Thierry, June, 1918."

The war was also brought close home to Exchange members by the report that Corporal Elmer Mankin had been wounded in action. For a number of years he had been connected with the Grain Inspection Department.

Colonel George Carruthers of the Canadian army, a son of James Carruthers, one of the most prominent grain men in the Dominion, returned to America on furlough last month and was cordially welcomed by his friends in the grain trade on the Produce Exchange.

G. J. Reed, formerly with Quinn, Shepherdson & Co., grain merchants of Minneapolis, was another

recent visitor who received a hearty welcome from local dealers because of the sacrifice he has already made in the great war and his determination to do further service. Being too impatient to wait for this country to take a hand, Mr. Reed served with the French army, and as a result of wounds received in action his left hand is seriously crippled. Upon being discharged because of this disability, he returned home, but could not resist the temptation to go over again. Hence he enrolled in the Red Cross service and sailed last month, visiting the Produce Exchange before embarking.

Members of the Produce Exchange were greatly pleased recently to have an opportunity to greet their esteemed ex-president, Richard A. Claybrook, who had been absent for over two months. He was forced to resign the presidency in June as his physician had ordered a complete rest in order that he might recover from the severe stomach trouble which had been brought on by overwork, partly in connection with his business, and partly because of his untiring and self-sacrificing efforts in behalf of the Liberty Loan, the Red Cross campaign, and similar enterprises. Mr. Claybrook has been prominent in the flour trade for many years and is New York representative for the Eagle Roller Mills Company of New Ulm, Minn. He stated that he would spend about six weeks in the South.

Robert H. Sumner, an old member of the local grain trade, has made a connection with the firm of Bolle-Watson & Co., Inc., and will represent them on the Produce Exchange floor.

W. L. Richeson, representative in New Orleans for the Wheat Export Company, Inc., buyers of grain for Great Britain and the Allies, was among the recent visitors on the Produce Exchange. For many years Mr. Richeson was well known in grain circles as Chief Grain Inspector of New Orleans and was generally regarded as one of the most expert and reliable in the business.



THE increased cost of leases, together with the shortage and high price of labor, has made it necessary for Kansas City elevators to advance their charges for handling grain. Permission of state grain officials was secured. For transferring wheat, beginning September 5, the cost is 1 cent per bushel, compared with a former rate of ½ cent and an original rate of ¼ cent. Storage charge on grain and seed held in elevators the first 10 days is 1/30 cent a bushel for each day or fraction thereof; cleaning, ¼ to ½ cent a bushel, according to the condition of the grain; clipping, ½ cent; mixing, ¼ cent; bleaching oats, barley and similar grains, 2 cents; drying, 2½ to 7½ cents, according to the quantity of moisture, with a minimum charge of \$30 a car; turning, ¼ cent; unloading bulkhead cars, \$5 a car additional; unloading sacked grain, 1 cent a bushel additional; unloading grain loaded in bulk in coal cars, \$10 a car additional. Screenings go to the account of the elevator. Small shippers objected strenuously to the revised schedule.

Unusual conditions, resulting from the big early movement of wheat, prevailed at Kansas City the middle of August. Railroads found themselves unable to handle wheat as fast as it came into their yards and for nearly a week buyers withdrew from the market and let the Grain Corporation take all offerings. Their purchases, about 1,500 cars, were sent direct to Galveston for export in original cars, on the basis of destination weights. In this way the congestion was greatly relieved and the market put back on a normal basis. Special rulings were also made to allow shippers to sell on the same

basis when Missouri, Minnesota, Chicago, Milwaukee, St. Louis, New Orleans or Galveston official weights could be obtained. Elevators at no time were seriously handicapped, as the difficulty was chiefly in railroad yards.

The movement of wheat to Kansas City continues to surpass all previous records, including 1914, when Kansas had its bumper crop of 183,000,000 bushels. In August nearly 16,250,000 bushels were received, four times more than a year ago and nearly twice the 10-year average. The increase over July was 1,500,000 bushels. Elevator stocks increased 575,000,000 bushels to 8,160,000 bushels in August. Most wheat sold in the open market continues to bring premiums, ranging from ½ cent to 3 cents.

Total deliveries on August contracts at Kansas City were 206,000 bushels of corn and 87,000 bushels of oats.

The latest addition to the honor roll of the Kansas City Board of Trade is James N. Russell, president of the Russell Grain Company, who reported September 10 at Camp Pike, Ark., for the officers' training school. Mr. Russell's business will be continued in his absence and he will retain his membership in the Board of Trade.

Kansas City dealers purchased several million bushels of old corn and oats in Iowa, North Dakota and South Dakota the latter part of August.

Kansas Citians are much gratified with the Government's steps towards more extensive freight carrying by boat on the Mississippi, even though it involves taking over the equipment of the Kansas City-Missouri River Navigation Company. For many grain men are among the number of local business men who have supported this boat line, through the times when the feasibility of navigating the Missouri was scoffed at. For the past few years, however, the boats and barges have hauled much merchandise, and a large business has developed in picking up grain from points along the river, to take into St. Louis. The demonstration by this boat line of river navigation is understood to be partly responsible for the Government's determination to expand the service on the Mississippi. The Kansas City equipment will be used below St. Louis, and next spring, it is confidently expected, this or better equipment will be provided for renewing the service between this city and St. Louis.

The Kansas City office of the Food Administration is making a survey in Kansas and Oklahoma of the amounts of wheat that have been shipped from the new crops and that remain on farms with a view to preventing a possible shortage at country mills in the two states later in the season. Mills have expressed great apprehension at the unusually big initial movement. Government agents say a shortage is not probable, but if the situation does become serious farmers and country elevators will be asked to co-operate in keeping wheat back on farms.

Realizing that elevator facilities at primary markets are apt to prove inadequate if the present movement of wheat keeps up, the Kansas City office of the Food Administration is making arrangements to take over space in country elevators in the six states comprising this district. In this way, it is figured, wheat will be kept back near the points of origin and still be readily available for shipment as fast as needed. Elevators in Kansas, Oklahoma, Texas, New Mexico, Colorado and Utah which have space to offer are asked to communicate with the Grain Corporation in the New England Building, Kansas City.

Frank G. Crowell, vice-president of the Food Administration Grain Corporation and vice-president of the Hall-Baker Grain Company, was in Kansas City the first week in August to direct the enormous movement of wheat from winter markets to the Eastern seaboard, via Chicago and the



Lakes. The question of storage rates with primary and country elevators was also under consideration.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE crop situation is losing its effect in the corn market here, as since the recent frost scare passed without damage, weather over the Northern section of the growing belt has been favorable and the market has shown a distinct tendency to decline. Opinion as to the future of values is clouded, as is usually the case in speculative trading, but the bears are more positive of their position than in some time and base their sales on the following factors: First, that despite the loss in corn the total grain harvest will be one of the largest in the country's history; second, that with a yield of wheat of approximately 900,000,000 bushels the use of substitutes, which played such a large part in advancing corn last year, will be much lighter from this crop than last year.

Already the wheat visible in the country is over 56,000,000 bushels, against a little over 1,000,000 bushels a year ago, and embargoes have been placed on Minneapolis arrivals owing to some 6,000,000 bushels being tied up at terminals. There is a possibility that as the Government has decided to accumulate a large reserve of wheat, that the visible will shortly reach near 100,000,000 bushels, especially if the export movement continues light as at present, and primary receipts keep up on the recent liberal scale.

In addition, the bears assert that the weakening of the German armies on the Western front may any day cause Turkey, Bulgaria or Austria to quit the war, and the question of peace then would immediately become a prime factor in all markets.

Believers in higher prices base their views entirely on possible continuation of the war. They assert that "shorts" have made no profits since the war started. That a world's war means abnormal food values, and that even the big stocks of grain in the country will run down quickly, once the troop movement abroad has been completed and shipping is turned over to move the enormous grain supplies that will be necessary to maintain our troops and our Allies during the next winter. Furthermore, the bulls assert that the present corn crop is one of the smallest in the country's history, and point to the action of the wheat market under the same conditions two years ago. They confidently believe that, on this account, should the war continue throughout the next crop year, that the highest prices of the war period will be made after supplies are marketed, unless the Government puts restrictions on prices, which are not in order at present.

\* \* \*

Members of the St. Louis Merchants' Exchange at a special election September 9, voted to amend the rules to permit deliveries of grain from track. The amendment, which is the most important voted by the Exchange in months, follows:

To amend Section 1 of Rule VIII by the adoption of the following New Rule to be known as Paragraph 15 of Rule VIII, which shall read as follows:

15. During the last six business days of any delivery month, regular deliveries of contract grades of grain on contracts for future delivery may be made in cars on track within the switching limits of St. Louis or East St. Louis, in the following prescribed manner:

(a) The time for making said track deliveries shall be as provided for in Sec. 1, Rule VIII.

(b) Said track deliveries shall be made by tender of invoice based on shipper's certificate of weight (if attached thereto) or railroad weights, or in the absence of such weights, the marked capacity of the cars. Final settlement shall be made on basis of weights supervised by the Department of Supervision of Weights of the Merchants' Exchange in accordance with the rules and customs thereof. Such invoices shall be accompanied by (a) Shipper's order negotiable Bills of Lading covering the grain to be

delivered and bill to St. Louis or East St. Louis, endorsed by the shipper, and also endorsed in blank by the member, firm or corporation making the delivery; (b) Missouri or Illinois State Inspection Certificates and Reinspection Certificates (which shall be final except as to the right of appeal). Such Inspection or Reinspection Certificates shall be for grain of such grade or grades and shall bear a date not earlier than two days previous to the date of delivery. Such invoices, when presented to the purchaser before 1 p. m. shall be due and payable before 2 p. m., provided, that when invoices are presented on Saturday before 11 o'clock a. m., they shall be due and payable before 12 o'clock noon; and provided further, that when Saturday shall occur on the last trading day of any month, invoices presented before 12 o'clock noon shall be due and payable before 1 o'clock p. m.

(c) The delivery of track grain on regular contracts shall be for quantities or parcels in the aggregate as sold, provided that on all contracts of five thousand (5,000) bushels, or multiples thereof, deliveries shall be made in lots of five thousand (5,000) bushels. A variation, however, of 5 per cent between the quantity of the grain contracted for and the quantity of grain tendered, shall not vitiate a tender or delivery, but no greater variation than 5 per cent shall be permissible.

(d) The Board of Directors shall cause to be posted each day at the close of the market the price at which settlements, on surpluses or deficits as determined by the weights as supervised by the Department of Supervision of Weights of the Merchants' Exchange, shall be made. Such settling price shall be the closing market value each day of contract grain on track. Any surplus above or deficit below five thousand (5M) bushels (such surplus or deficit not to exceed 5 per cent of the quantity contracted for) shall be settled for on the day the last car is unloaded, at the price posted, as heretofore provided.

(e) Such track deliveries shall be free on board cars, within the switching limits of St. Louis or East St. Louis, and the party making such delivery shall assume the first switching charge, said switching charge not to exceed one cent (1c) per hundred pounds; and freight charges, together with car service, reconsigning or demurrage charges accruing up to and including the day of delivery shall be payable by the seller and shall be deducted from seller's invoice at time of delivery, unless satisfactory evidence of prior payment is furnished.

\* \* \*

Angus A. Clark, connected with the St. Louis Grain Clearing House for eight years as assistant manager and manager, has left the organization and will be associated with R. L. Canole under the name of the R. L. Canole Grain Company, at 312 Merchants' Exchange Building. Mr. Canole has been in partnership for some time with Charles G. Weiler, under the firm name of Canole-Weiler Grain Company, but this partnership has been dissolved by mutual consent and Mr. Weiler will enter the grain business on his own account.

\* \* \*

A price of \$34 for timothy hay was recorded here recently, compared with \$19 a few months ago. According to T. K. Martin, of the Graham & Martin Grain Company, and Martin Mullally, another prominent hay man, this is the highest price on record, passing all levels since the war started. Dealers attribute the advance to the shortage in good hay caused by the recent drought and high temperatures extending from here to Texas.

\* \* \*

A. W. Mackie, manager of the Federal barge lines, St. Louis, announced last Tuesday that the Railroad Administration had been assured of enough freight to make the first trip a success. Three barges with a total capacity of 1800 tons and the towboat A. M. Scott are in readiness to begin the trip to New Orleans.

The sailing, Mackie said, will probably start from the East St. Louis wharf of the Kansas City River Navigation Company, which was purchased by the Government together with the boats.

Mackie declared there is more grain ready for shipment than the barge line can handle at present and the readiness of grain men to utilize the new transportation system is evident in the addition of barge loading equipment to two large elevators here.

\* \* \*

Mike Cooney, who for 30 years has run the lunch counter in the corridor of the St. Louis Merchants' Exchange, has sold out his business and will retire. Mr. Cooney has been a fixture of the Exchange for so long that it "doesn't seem like the same old town" now that he's gone. He was known to every grain man and miller for miles around St. Louis, and many of the largest operators that the Exchange

has ever known were his patrons. In the days of old, John W. Kauffman, Corwin H. Spencer, Thomas Akin and others were Mike's friends. At one time he operated in the wheat market, and made a big winning, but fortune changed and Mike gave back in the pit much of his gains. Then he gave his full attention to his business and never fought the bulls and bears again. He is reputed to be quite wealthy.

\* \* \*

Much regret was expressed recently by St. Louis millers and grain men at the sudden death of Erich Picker of the well-known grain firm of Picker & Beardsley. Mr. Picker suffered a heart stroke at his home, 3629 Rudsell Avenue, on Sunday, September 8, from which he never recovered. He was 67 years old and had been in the grain business for nearly 40 years. He was one of the oldest members of the Merchants' Exchange and had been associated with Mr. Beardsley for over 20 years.

\* \* \*

Lieutenant M. C. Hamilton, chief of the Intelligence Bureau of the British and Canadian Mission, was in St. Louis recently and was introduced on the Merchants' Exchange by Oswald Graves, representative of Shearson, Hammill & Co. Lieutenant Hamilton has been in active service almost since the war started, and has been wounded three times. He has been decorated by King George for bravery. He is one of 30 left out of his regiment of 800.

\* \* \*

Roy P. Atwood, head of the R. P. Atwood Hay Company, St. Louis, left recently for Chicago, to become a captain in the Quartermaster General's office. His business will be managed in the future by his brother, Harry Atwood. Mr. Atwood has been one of its most successful young members. His friends wish him all good luck in his service for Uncle Sam.

\* \* \*

A "rider" attached to the Agricultural Bill, passed by the Senate recently, providing that no shipment of grain screenings or feed screenings may be made in interstate transit, has caused a world of protest from St. Louis feed men, millers and grain dealers. J. O. Ballard, president of the Merchants' Exchange, W. J. Edwards, president of the St. Louis Grain Club, and Eugene Dreyer of the Dreyer Commission Company, immediately wired Missouri Congressmen in Washington that the "rider" was vicious in character and would injure all grain industries. Telegrams received by Mr. Dreyer later, indicated that every effort would be made to defeat the measure.

## TOLEDO

C. E. BRYANT - CORRESPONDENT

HIGHLY satisfactory results were accomplished from the conference held here September 10 between H. H. Bernstein, assistant chief inspector of the Central Territory Inspection & Weighing Bureau, Chicago, and members of Toledo Produce Exchange, relating to the proposed modification of practices prevailing at this point under transit rules and regulations which will admit of a more prompt movement of grain and hay traffic and provide a more efficient method of adjustment of transit accounts between the carriers and the shippers. Under the tentative arrangements authorized by Mr. Bernstein a great deal of red tape is eliminated, and shippers are enabled to move cars immediately and adjust to the through freight rate later, with the guarantee of prompt refund of overcharge.

\* \* \*

Lou J. Ulrich, the well-known manager on 'Change for Lamson Bros. & Co., returned Monday from a week's fishing vacation at Little Crooked Lake, near Chilson, Michigan. The "Judge," anticipating the criticism of skeptics among his colleagues, and himself a strong advocate of *prima facie* evidence to substantiate all



claims (especially fishermen's tales), felt it expedient not to return to the Floor without some tangible proof of his success at the lake; hence, a snapshot of himself holding a 6-pound beauty, produced simultaneously with the telling of the story, tended to square up matters for the "Judge," whose reputation for veracity was never questioned heretofore.

\* \* \*

Wm. H. Annin, of W. H. Morehouse & Co., spent part of last week on a business tour of western Ohio. He reports much corn is being cut and believes the task will be completed in a week, or 10 days. The storm of last Thursday did considerable damage and there is quite a lot of corn lying on the ground, according to Mr. Annin.

\* \* \*

Stocks of seed held in store here were compiled by Secretary Gassaway, September 1, and show 1,669 bags red clover; 5,172 bags of alsike, and 77,945 bags of timothy. September 1, 1917, stocks were: 26,458 red clover; 5,053 alsike and 31,067 timothy. The Government report of last Monday was decidedly bearish, indicating less than half a crop of clover. Stocks of seed here were discounted in advance and release of same had little effect on prices. Prices strengthened at the close Monday, and on Tuesday red clover touched \$21 in all positions. This figure was the high point last season. Receipts here continue light.

\* \* \*

The Produce Exchange Board of Directors elected the following delegation to represent the Exchange

at the convention of the Grain Dealers National Association, at Milwaukee, September 23, 24 and 25: Fred Mayer, of J. F. Zahm & Co.; H. R. DeVore, of H. W. DeVore & Co.; K. D. Keilholtz, of Southworth & Co., and John Wickenhiser, president John Wickenhiser Grain Company.

\* \* \*

Receipts of oats at this market during August totaled 2,585,200 bushels, while wheat arrivals were 1,616,700 bushels. There has been a dearth of oats on the sample tables, but the demand has been in keeping with the supply and hold strong. Standard white, in store, sold Wednesday at 71½@72½ cents. Although the railroads' embargoes against this market have been raised, Toledo dealers are now confronted with a lack of storage space, and it is believed that by the time the congestion in the yards has been cleared up the available storage space here will have been filled up. Commission houses have discouraged consignments of wheat for some time because of this condition, and most of the wheat finding its way to this market is being reconsigned to the East.

\* \* \*

There have been liberal rains during the past two weeks throughout the northern tier of Ohio counties, as well as in this vicinity. Farmers are working hard at their fall plowing and every indi-

## BIG BUSINESS IN A SMALL TOWN

Half a million bushels of wheat passes through Glendive, Mont., each year. A generous share of this is handled by the Glendive Milling Company whose new plant was recently completed on the bank of the Yellowstone River.

Both the mill and the 35,000-bushel elevator are of concrete construction, so well built and so carefully equipped that they take the lowest insurance rate of any similar plant in eastern Montana. The company is made up of local men, Charles Krug being president; F. W. Kinney, vice-president; and W. W. Clark, secretary-manager, and who also supervised the building of the plant. They all were convinced of the necessity for permanent, fire-proof construction and they saw to it that the plant met these requirements.

The equipment consists of two grain separators; one 70-bushel Eureka Scourer; and a Eureka Perfected Milling Separator. The milling machinery consists of a 50-barrel American Marvel Mill, supplemented by two Nordyke & Marmon Purifiers; one Buckley; and three dust collectors; two Mogul Packers; one 1,500-bushel automatic scale; four hand scales; a man-lift; and an Alsop Bleaching



ELEVATOR AND MILL OF THE GLENDIVE (MONT.) MILLING COMPANY

outfit. The mill is constructed so that three additional units can be added in the space already provided.

Electric power operates the mill through five General Electric Motors, the current being received from a central station.

O. D. Brault is the head miller and is proud of the "Strongheart" flour which the mill puts out.

## A PROFITABLE SIDE LINE

A side line for elevators that will prove profitable and popular among farmers is the steel fence post. Save time on the farm; turn more hours of farm work into the actual production of food products that are so sorely needed by our country and her Allies; that is the demand upon the American farmer which he is earnestly striving to fulfill. The farmer sees a good profit in everything he can raise. He has every incentive to greater production and his limit is placed only by the size of his farm.

Production on the farm is closely allied with the permanent improvements. Farm fencing must now be kept in good condition and more fence lines are required as greater acreage goes under cultivation. Thus it is essential that a certain amount of farm labor must be utilized in building new fence, or repairing old lines and the modern farmer, with his

keen instinct for newer and better methods, has fully accepted the scientific labor-saving method of using steel fence posts.

Steel posts are not new, as tests have shown their durability, in years of service, to be two or three times greater than wooden posts. The one type of steel post that has proven most successful under all conditions has an "angle" shape. This has been demonstrated by U. S. Government and engineering tests, as well as by actual use, to have greatest strength and flexibility, but the steel itself must be tough and springy. The design of the anchor is of extreme importance as the holding qualities of the post depend very largely upon the nature of the anchor and its resisting power against both lateral and upward strains.

There is an actual saving of money made with the use of steel posts which starts at once and continues for many years. In the first place a big saving in hauling is effected because 10 miles more steel posts can be hauled per wagon load. The average wooden post lasts only 10 or 12 years at the most and then it rots away and must be replaced. Indeed, it often bears down the fence by its own dead weight. Good steel posts do not rot, break or burn, and need no repairs. They last three times as long as wooden posts. They enable the farmer to burn the weeds and kill the crop-destroying and disease-breeding insects that infest fence lines and corners and they also protect stock from lightning.

Regardless of all their other points of superiority the big demand for steel posts now comes from the great saving in the labor of installation. There are no holes to dig, no tamping and re-setting. You simply drive them in the ground with a few blows of a maul or sledge and they are there to stay. Five days' actual time can be saved by a man in placing steel posts for a mile of fence. It has been proven repeatedly that steel angle posts can be driven six times as fast as wooden posts can be set.

Calumet Steel Company, Chicago, one of the largest mills of its kind, announce that they are prepared to make prompt shipments of their Ankorite Steel Fence Posts in any size quantities. The patented anchor on Ankorite Posts has several exclusive features that give unusual holding power to the post. One interesting feature of this post is the fact that it is made of rail steel—the same high test carbon steel that goes into the rails of America's great railways.

## CANADIAN GRAIN VIA PANAMA

The Canadian Government is taking no chances on its shipments of grain from the Western Provinces to Eastern ports and Europe by way of the Panama Canal. Before regular shipments by this route should be inaugurated a trial trip was made last fall and data was collected on the condition of the grain at all stages of the journey. The results of this test have just been published by the Canadian Department of Trade and Commerce, and will prove as interesting to our Western shippers as to those of the Dominion.

The wheat for the trial shipment was collected from various points in Alberta. It was tested at Calgary and again at Vancouver and was all found hard and dry. Some of it, containing a higher moisture content than the average, was kept separate from the rest. All the wheat that contained more than 1 per cent of dockage was passed over the cleaners. In loading the boat, the SS. *War Viceroy*, which had just been built at one of the Pacific Coast yards, various parcels of wheat were kept separate by cloths, the highest moisture wheat, No. 1 hard, was loaded into the forward end of the hold away from the stokehold. The moisture content varied from 13.2 to 15 per cent. Each parcel or layer of grain was provided with electrical resistance thermometers, placed the length of the hold, 5 feet apart.

The vessel was five days in loading at Vancouver, concluded on November 13, and then stopped at Portland, sailing for Panama December 13. The ship reached Norfolk, Va., on January 10. The air



temperature was 55 degrees at Portland and increased gradually to 88 degrees at Colon and then decreased gradually to 36 degrees off Cape Hatteras, Va. The variation in the sea water temperature was very nearly the same.

From Norfolk the vessel went to London, England, without reloading, but owing to the very rough weather, the collection of data was discontinued during that part of the voyage.

The parcels of wheat were arranged in layers, A being at the bottom and E at the top. Layer F extending half the length of the hold, and layer A being the parcels of 15 per cent moisture. The variation in temperature was as follows: A from 53 to 66 degrees, except near stokehold bulkhead where it went to 97 degrees; B, 14 per cent moisture, varied from 54 degrees to 61 degrees; C 13.2 per cent moisture from 56 degrees to 60 degrees, except along the bulkhead where it went to 97 degrees; D, 13.6 per cent moisture, 55 to 59 degrees; E, 15 per

cent, 55 to 60.5 degrees; F, 13.8 per cent moisture, variation 52 degrees at Portland to 74 degrees at Panama, back to 43 degrees at Hatteras. This being the top layer it responded more readily to atmospheric changes.

The ship docked at London on February 16, and on unloading a small amount of wheat around the ventilators and against the side of the vessel was damaged through leakage, and about 800 bushels next the stokehold bulkhead was heated and caked, but the cargo superintendent considered that the damage was not sufficient to make a separate treatment of the grain necessary, and mixed it in with the balance of the cargo which was in practically perfect condition.

In conclusion the investigators say that with proper care wheat can be carried safely from Pacific ports to London, but that until further data is collected, higher moisture content than 14.5 per cent would be dangerous.

## Friendly vs. Cutthroat Competition

Peace in Trade More Profitable Than War—Harm of Cutthroat Methods—  
Some Difficulties in Organization—Older Dealers Hard to Con-  
vince of Benefits—The Lesson of a Crisis

BY KENNETH C. CARDWELL

THERE used to be a saying to the effect that competition is the life of trade. It is still heard now and then, but nothing like as much as formerly; and there's a reason, as the advertisements pointedly remark. The reason lies in the increasing appreciation of the fact that while competition, of the right sort, has its advantages in business, there are a good many things which are more important than the rough-and-tumble fight between old-fashioned competitors, as a means of improving business and making more money for all of them.

In fact, there are mighty few instances of improvement resulting from that sort of thing. There are a good many cases—every business man can recall some of them—where cut-throat competition resulted in ruin for all concerned, and there are a good many others, to be found right now in practically every line of business, where profits have been shaved to the vanishing point because several competitors have been for several years busily engaged in slashing prices, or in boosting them over each other, as the case frequently is with grain buyers.

Of course, the kind of competition which is supposed to be beneficial, not only to the public, but to the business men who compete, is that based on efficient service, modern methods, and the virtues of hustling. It is undoubtedly true that some men, left with the field to themselves, with no live competitor to make them keep moving, gradually permit themselves to fall into a hopeless state of dry rot. Many an isolated country store is a horrible example of the evils of monopoly, not so much to the public as to the monopolist. The business man may well pray to be delivered from the evils which lie in having things all his own way.

Progressive merchants and traders have found a much better stimulus to endeavor than the old system of "each for himself and the devil take the hindmost," however. They have substituted for this another ancient and well-approved saying—"Two heads are better than one"—carrying it to its logical conclusion, that a dozen heads are better than two, and 50 better than a dozen. In other words, they are getting together, pooling for the good of all the united experience and wisdom of all, and, more, their united influence.

Grain men, it is a matter of satisfaction to note, have not been by any means the most backward in this respect, as all of the larger cities have strong associations which have proved in a score of ways the benefits of getting together. But many of the evils of "hanging separately" are still to be found in smaller towns, and in the country districts, where competition frequently runs riot among small grain buyers and elevator owners, to their

own detriment and to the demoralization of the trade in their districts. Co-operation is practically unknown in places where this sort of thing prevails; every man in the same line of business is by that fact an enemy of every other in that line. And the little farmer with a little crop of grain is the only beneficiary of such a condition.

It is obvious, of course, that grain dealers in a given county, or tier of counties, or a congressional district, or any other unit that may be selected, can get together for their mutual benefit and for the good of the trade, just as easily as can those in a given city. The proof of this lies in the fact that the thing is being done in a good many districts today, with considerable success. All that is needed is a general realization of the futility of fighting one another, on the one hand, and of the advantages of union and united action, on the other. This is rather a large contract in some cases, but it can be carried out, just the same.

There have been good-sized cities, with a considerable grain trade, local and outside, which have been just as slow to form grain associations as any rural district, indicating the great and solemn truth that progress is not necessarily urban, any more than backwardness is found exclusively in the sections referred to as the tall grass. In a certain city where a grain and hay association was only formed a year or so ago, a progressive member of the trade declares that he nearly worked himself into an untimely grave before he persuaded his fellow-dealers that they ought to get together.

"I must have started on the idea fully 10 years ago," he said not long since. "I knew then, just as well as I know now, that men with similar interests, business or otherwise, find profit and progress in organization, with the resulting interchange of ideas and unity of action in matters of common concern; but we are sort of conservative and old-fashioned here, you know, and when I first broached the subject to some of the old-timers, you'd have thought I was trying to borrow money from them. In fact, I could borrow money from any grain man in town—if he had it—but I couldn't get them to look favorably on the idea of meeting on common ground with their hated competitors.

"And as for exchanging ideas, which was one of the big advantages I laid stress upon, that was the very thing which they indignantly declared they never would do. Every man, you see, thought that what he knew was more valuable than what the other fellow knew; and the suggestion that all could learn from each other was one which was received with hoots of disdain and incredulity. The big fellows laughed at the idea of giving away inside stuff to the little fellows; and the little fellows said they'd be a blamed sight older before they would tip off the big ones to what they had

learned by hard work and experience. And there we were.

"It took a blow squarely between the eyes to bring them around—a blow in the shape of a new set of rules and regulations applying to the grain trade in our town, announced by the principal railroad, which not only threatened to give our chief competitive market all of our business, but taxed what would be left to an unbearable extent. And I verily believe that the railroad, one of the old-fashioned, public-be-damned sort, relied upon the known fact that we were unorganized, to get away with this. Incidentally, the fellows in the other town were organized, and had done their little bit in jamming the thing through, as far as I know.

"At any rate, I grabbed the opportunity. I called up every man in the business in town and in the suburbs, and asked them all to attend a meeting to talk over the situation; and when I got them together, with the secretary of our Business Men's Club, a live one and a good organizer, I gave it to them straight. I reminded them that I had been trying to get them in shape to resist just what had happened, for 10 years, and declared that if I had been successful no railroad would ever dare to attempt to run anything like that over us. When I got through I mopped my perspiring brow and let the secretary start in; and he spread a little soothing syrup around, judiciously mixed with good advice on the subject of organization. And before we got away from that meeting we had a Grain Dealers Association, with yours truly as president. Incidentally, we got the I. C. C. and the State Corporation Commission at work, and we're still doing business, you'll observe."

It frequently takes a sudden severe jolt, an emergency which is obviously too big to be handled by a single concern, to emphasize the absolute necessity of organization. The trouble is that when the emergency arrives it is usually too late for effective work by a new organization, unaccustomed to teamwork, and still raw at the business of putting in its licks where they will count. It is like putting an inexperienced and untrained fighter into the ring with a heavier, better trained and more skillful antagonist—the finish is mighty likely to be sudden and painful.

The better idea is to anticipate the possible emergency and organize first. Even without any threat at the very life of the business, or anything of equal importance to fight, any sensible business man ought to be able to appreciate the benefits which flow from regular friendly association by members of the trade, of which not the least is the elimination of the ancient feeling of distrust and enmity toward competitors.

Friendly, intelligent competition, based upon the modern ideas of efficiency and service in handling business, is all right; it is fostered and advanced, rather than hindered, by the right kind of organization. In the ideal association of business men in the same line, each knows all about the best methods of handling business which all the others know—and that means, plainly, an unusually well-posted bunch of business men. And, as indicated, such an organization is exceedingly useful in getting action when a real emergency threatens.

J. S. BROWN, manager of the Transportation Department of the Chicago Board of Trade, advises us that after September 16 the Atchison, Topeka & Santa Fe Railway, the Chicago & Alton Railroad, The Chicago & Eastern Illinois Railroad, Illinois Central Railroad and the Wabash Railway will absorb the inbound switching charges of connecting lines in the Chicago district on grain. Thereafter the Eastern carriers outbound will discontinue absorbing the switching charges on inbound grain from points on the five roads mentioned above.

THE rate on barley (whole) in carload lots from California points to Chicago, on August 31 became 56 cents per 100 pounds. The minimum carload weight basis for this rate is 80,000 pounds except that when cars of less than 80,000 pounds' capacity are furnished minimum carload weights will be marked capacity of car used but not less than 60,000 pounds.





## ILLINOIS

Operations have been started in the new Farmers Elevator at Princeton, Ill.

Wilber Root has disposed of his elevator at Speer, Ill. He will move to Monmouth.

E. G. Coon, formerly of Rantoul, Ill., is over seas in connection with Red Cross work.

Six new concrete tanks have been built to the elevator plant of the Samuel Hastings Company at Cairo, Ill.

The elevator plant of the Farmers' Grain Company at Symerton, Ill., has been leased by A. N. Hilton.

Coyne & Wheeler have purchased the elevator at Fancy Prairie, Ill., from John A. Peters of Mason City, Ill.

Extensive improvements have been made to the Larison Elevator at El Paso, Ill., by Wm. Whamm. He purchased the plant just recently.

A Farmer City, Ill., man has purchased the elevator at Clinton, Ill., owned formerly by Mr. Daugherty. Possession was given on September 1.

Jos. L. Alford, John A. Warrick and Horace H. Rutherford have incorporated at Girard, Ill., as the Farmers' Grain Company. Its capital stock is \$20,000.

The interest of Gus Vollmer, senior partner, in the Vollmer Bros. of Chicago Heights, Ill., has been sold to his brother Herman. The company conducts a grain and feed store there.

An electric motor of 10-horsepower has been installed in the West Elevator of the Farmers Elevator Company at Tampico, Ill. A gasoline engine formerly furnished motive power.

Articles of incorporation were filed by C. L. McBride, A. P. Dericks, D. M. Black, R. N. Floray and D. W. Meadows under the name of the Farmers Grain Company of Kenney, Ill. Capital stock is \$30,000.

The business holdings of the Farmers Elevator Company of Ridge Farm, Ill., at Humrick and Vermillion Grove have been purchased by the Frank Jones Grain Company. This transfer affects five elevators.

Joe. McKamy's elevator at Kirkpatrick Station (Macomb p. o.), Ill., has been purchased by Bert and William Butcher, Henry Riggins and E. Willey. The plant is being remodeled and put into first class condition.

Incorporation papers have been filed for the Hayes Grain & Feed Company which will operate at Chicago, Ill. Its capital stock is \$10,000. Earl T. Langworthy, Rector A. Brouillett and Edwin M. Wood are the organizers.

Extensive improvements are being made on the elevator of D. Hereley & Sons at Harvard, Ill. The plant is being equipped with electric motors and new conveying machinery. The grain pit has been enlarged and new bins have been added.

The Bernet-Craft & Kauffman Milling Company of Mount Carmel, Ill., is building a new elevator of reinforced concrete construction with a capacity of 200,000 bushels there. This will give the company a total storage capacity of 350,000 bushels.

The Calumet Baking Powder Company of Forty-first and Fillmore Streets, Chicago, Ill., has awarded its contract to the Burrell Engineering & Construction Company for five storage concrete tanks with capacity for housing 150,000 bushels of rice hulls.

Cline, Wood & Newell, grain elevator operators at Clinton, Ill., and elsewhere, have dissolved as a partnership. Samuel E. Newell has retired from active business. In the future the elevator will be conducted under the firm name of Cline & Wood.

The stockholders of the Sharp Elevator Company of Thomasboro, Ill., are considering increasing the capital stock of the concern from \$10,000 to \$60,000 and raising the limit of shares sold to stockholders from three to six. Lincoln Saddoris is president of the firm.

Chas. D. Anderson has been engaged by the Hales & Edwards Company, a Chicago firm, to manage its office at Dixon, Ill. Mr. Anderson has for the past year been in charge of the Sterling, Ill., office of Simons, Day & Co. The Hales & Edwards manager will have offices at 36 Dixon National Bank Building, Dixon, Ill.

The elevators at Milmine and Monticello, Ill., which have been conducted under the ownership of

Thurman E. Hamman are to be conducted in the future by C. A. Stout & Co., of which C. A. Stout is manager. For the past 18 months, Mr. Stout has been manager of the plant of the Weldon, Ill., firm Harrison, Ward & Co.

## IOWA

Gilchrist & Co., operating at Bode, Iowa, have moved to Devon, Iowa.

W. F. Jordan's grain business at Bailey, Iowa, is now being conducted by Mr. Solon.

The Ottosen Co-operative Elevator Company operating at Ottosen, Iowa, has dissolved.

The Davenport Elevator located at Melvin, Iowa, has been purchased by Mr. Henderson.

Business has been discontinued at Mapleton, Iowa, by the Farmers' Elevator Company.

The Goltry Elevator at Newell, Iowa, is to be operated under lease by Chas. M. Nelsen of Sac City.

The Hunting Elevator Company's elevator at Rock Falls, Iowa, has been leased by W. H. Hill.

C. A. Robinson's business at Albia, Iowa, is now owned and operated by the Farmers' Elevator Company.

A new elevator is being built at Linden, Iowa, taking the place of the plant which was destroyed by fire.

Paul Schoening has disposed of his Buckgrove, Iowa, grain business and elevator to H. G. Scott of Dow City.

Sharpneck & Co. are succeeded in the grain business at Modale, Iowa, by the Modale Elevator Company.

An interest in the West Elevator Company located at Dedham, Iowa, has been purchased by W. B. Loeltz.

A new elevator of concrete construction is to be built at Muscatine, Iowa, for the McKee Wholesale Grain Company.

The elevator at Chester, Iowa, owned by S. V. Moen has been purchased by the R. E. Jones Company of Wabasha, Minn.

The grain business at Lawton, Iowa, formerly conducted by W. L. Sandburn, is now being conducted by Hanz Bremer.

The owners of the Farmers Elevator at Goldfield, Iowa, are tearing down the old crib and are replacing it with a modern building.

The Pioneer Grain Company's business at Pioneer, Iowa, has been taken over by the Farmers Co-operative Elevator Company.

The grain and elevator business at Rhodes, Iowa, formerly conducted by E. L. Tribby is now operated by the Iowa Grain & Coal Company.

The elevator located at Pierson, Iowa, formerly owned by M. H. Spurgeon, is now being operated by the Wm. Grettenberg Grain Company.

A branch office has been established at Algona, Iowa, for the Adolph Kempner Company of Chicago, Ill. A. T. Stockdale is in charge of the grain firm's office.

Incorporation papers have been filed for the Farmers Elevator Company of Gladbrook, Iowa, capitalized at \$50,000. The organizers are: Irvin A. Merrill, F. L. Witt, J. K. Elston and Wm. C. Wiese.

Plans are being promoted for the organizing of a Farmers Grain, Lumber & Livestock Company at Ute, Iowa. If the organization of the company is completed it will erect an elevator, cribs, etc.

The Crippen and Cylinder, Iowa, elevators of the Hubbard Grain Company of Mason City have been sold to the Quaker Oats Company. This company already owns numerous elevators in the state.

The grain business of the Broadwell Lumber & Grain Company at Highland Center, Iowa, has been sold to the Highland Center Farmers Association. The business was originally conducted by Miner & Co.

The elevator and grain business of I. B. Taylor & Son at Woodward, Iowa, has been purchased by the Schaal Bros. of Sheldahl. The company consists of D. F. and R. B. Schaal. The latter will conduct the business.

A new elevator is to be built at Bussey, Iowa, for H. F. Kester. It will be located on the Wabash right-of-way near the Bussey Roller Mills. Mr. Kester has been owner and operator of the mill for a number of years.

Improvements are being made to the elevator and feed mill of W. P. Blackford of Oskaloosa, Iowa. He is also erecting a flour storage house. The elevator property of the Grandview Elevator Company at Grandview, Iowa, has been leased to the Liberty Grain Company.

J. L. Burt of Galt has bought the Wilke Elevator at Williams, Iowa, and will operate same under the name of the J. L. Burt Grain Company. H. F. Wilke, former owner of the establishment, is retiring from active business.

A brick feed and flour warehouse is to be built at Dumont, Iowa, for the Farmers Elevator. The plant will be rat and fireproof and will be of cement, iron and brick construction. The building will be 28x30 feet.

Construction work has been completed in the elevator and office building of the Farmers Elevator Company of Clarion, Iowa. The elevator is fireproof of reinforced concrete. The office building is constructed of brick and cement.

The Hynes Grain Company's elevators at Belmond, Meservey and Thornton, Iowa, have been taken over by the Moore Grain Company. The elevator formerly conducted at Wightman by H. D. Moore will also be operated by that concern.

The elevators heretofore conducted by the Slaughter Burke Elevator Company have been taken over by the Slaughter-Prescott Elevator Company of Sioux City, Iowa. The business was formerly owned by the Fields Slaughter Company which was dissolved.

## SOUTHERN AND SOUTHWESTERN

The elevator located at Supply, Okla., has been purchased by the L. O. Street Grain Company.

The Kimbo & Parks Grain Company which operated formerly at Lubbock, Texas, has been dissolved.

A bean elevator and warehouse has been opened at Amarillo, Texas, by the Roy Trading Company, Roy, N. M.

The Marshall Mill & Elevator Company operating at Marshall, Texas, has increased its capital stock from \$80,000 to \$125,000.

The capital stock of the Kentucky Fuel & Grain Company operating at Louisville, Ky., has been increased from \$10,000 to \$50,000.

The Burrell Engineering & Construction Company has the contract for a 25,000-bushel addition to the Blue Grass Commission Company's elevator at Lexington, Ky.

Capitalized at \$12,000, with W. L. Brandon, president, and Louis B. Smith, secretary and treasurer, the Greenwood Elevator Company has been incorporated at Greenwood, Fla.

Louis Champion, J. A. Champion and M. Fernandez have incorporated at Brownsville, Texas, under the name of the Champion Grain Company. Its capital stock amounts to \$10,000.

S. L. Richardson, M. A. Richardson and J. L. Wright have been incorporated at Greensboro, N. C., as the Richardson Grain Company. The organization is capitalized at \$50,000.

Joe Bartles is financing a new elevator and mill at Dewey, Okla. The elevator has a capacity of 25,000 bushels. The mill will have a daily output of 60 barrels. Cost of plant \$25,000.

A grain elevator with capacity of 50,000 bushels is being built for the Eufaula Grain & Elevator Company of Eufaula, Ala. L. W. Wild is president and Robt. Mouthrop, secretary and treasurer.

Incorporation papers have been filed by the following under the firm name of the Heavener Grain Company at Heavener, Okla.: J. M. Young, John W. Patton and W. A. Plummer. Capital stock is \$10,000.

Possibly a grain elevator will be constructed at Dawson, Ga., for the use of farmers in Dawson and Terrell Counties. If proper inducements are offered, it is probable that outside interests will build the plant.

The Hodgson Bros. Company has been incorporated at Eau Gallie, Fla., and will conduct a general grain, feed, and merchandise business. Its capital stock is \$10,000. A. R. Hodgson is president; E. D. Hodgson, vice-president and J. K. Hodgson, secretary-treasurer.

Incorporation papers have been filed for the Scurry County Farmers Co-operative Association at



Snyder, Texas, for the purpose of conducting a grain, feed and seed business. G. A. Glenn is chairman; O. F. Darby, manager and W. N. Blakely, P. Freytag, S. Holly and J. D. Boone are the directors of the corporation.

## MISSOURI, KANSAS AND NEBRASKA

An addition is being built to the plant of the Farmers Elevator Company conducted by it at Chappell, Neb.

Operations have been started in the new elevator of the Crowell Lumber & Grain Company of Scribner, Neb.

The interest of C. W. Trickett in the elevator at Bird City, Kan., has been purchased by John Anderson.

A 30,000-bushel elevator, costing \$12,000, is to be built for the Farmers' Elevator Company located at Clatonia, Neb.

The interest of E. C. Taylor in the grain business at Loup City, Neb., has been sold by him to I. E. Harden of Omaha.

The Farmers' Elevator at Hiawatha, Kan., is operated by a new 5-horsepower electric motor instead of a gas engine.

The elevator and lumber business of A. A. Tanner & Co., at Cook, Neb., has been purchased by the local Farmers' Union.

The Grange Elevator at Gibbon, Neb., is undergoing numerous improvements. The capacity will be increased by 7,000 bushels.

Lieut. Budd Lehr, son of H. F. Lehr, who formerly conducted a grain elevator at Petersburg, Neb., was killed recently in action in France.

The capital stock of the Claffin Co-operative Grain, Fuel & Stock Company at Claffin, Kan., has been increased from \$8,000 to \$20,000.

An addition is to be built to the elevator of the Monett Mill & Elevator Company of Monett, Mo., increasing its present storage capacity.

The stockholders of the Farmers' Elevator Company, Spencer, Neb., are contemplating reorganizing the corporation and increasing its present capital stock.

E. R. Smith's interest in the Joy Grain Company at Greensburg, Kan., has been purchased by Stewart Groves. The latter is now in charge of the business.

The business operated at Lyndon, Kan., as the Lyndon Grain & Elevator Company, has been purchased by Fred Andtaett from Robert and Carl Elmore.

C. Clinton Adams and others have incorporated at Winfield, Kan., under the name of the C. Clinton Adams Milling & Grain Company. Its capital stock is \$50,000.

L. M. Monsees, H. Schlusing and John Brunkhorst have filed incorporation papers as the Farmers' Elevator Company of Smithton, Mo. Its capital stock amounts to \$20,000.

Farmers located around Ravenna, Neb., are interested in organizing a company to build a grain elevator which will be operated on the co-operative plan at South Ravenna.

A large elevator has been completed at Newton, Kan., for the R. A. Goerz Milling Company. The mill will have a capacity of 1,000 barrels when the construction work is finished.

T. W. Wells, P. C. Ewing and J. B. Gillian have filed incorporation papers at Ulrich, Mo., as the Ulrich Farmers' Elevator Company. The capital stock of the concern is \$6,000.

Articles of incorporation were filed for the Houstonia Elevator Company of Houstonia, Mo., capitalized at \$20,000. L. H. Stiles and C. T. McConnell are at the head of the grain elevator concern.

W. F. Landwehr's elevator on the Burlington right-of-way has been purchased by the Hawkpoint Elevator Company of Edina, Mo. The consideration was \$10,000. The company's capital stock amounts to \$15,000.

The Omaha Elevator Company's old elevator at Blue Springs, Neb., has been taken over by John Dobbs. The elevator is to be dismantled and the lumber used for a new elevator to be built elsewhere.

The Kelso Elevators at West Mineral and Star Valley (no p. o.), Kan., have been purchased by the Farmers Union of West Mineral. Harry Trudgeon will manage the West Mineral plant and John Pickering that at Star Valley.

J. D. Snyder, J. C. Nesbit, J. E. Beardsleeve and others have incorporated at Lowry City, Mo., under the name of the Farmers Mill & Elevator Company. Its capital stock is \$10,000. It will build a new grain elevator and mill there.

Lieut. R. Crosby Kemper is with the Field Remount Squadron, A. E. F., and has arrived safely in France. Lieut. Kemper was formerly in charge of the grain department of the Kemper Mill & Elevator Company, Kansas City, Mo.

Possibly a grain elevator will be built at Springfield, Mo. The Greene County Farmers' Association is interested in the plan and has made tentative arrangements to build elevators at Springfield, Ash Grove, Willard, Republic and Strafford.

C. E. Wyman and William Johnson are no longer in partnership at Scandia and Republic, Kan. The company has sold its elevator at Republic to H. E. Clark and the two elevators at Scandia are now to be owned and operated by Mr. Wyman.

The old elevator and mill which has stood for over 30 years at Phillips, Neb., is being torn down by U. P. Updike, who will utilize the lumber in the construction of a new elevator just south of that town.

## INDIANA

The Yeddo Grain Company which operated at Yeddo, Ind., has been dissolved as a corporation.

The elevator at Wolcott, Ind., has been sold by the Rick Bros., of Brook, to the farmers of that locality.

The business of the Heinmiller Grain Company at La Fayette, Ind., has been purchased by Robt. Alexander. He will operate the plant assisted by John N. Pultz who was formerly manager of the Heinmiller concern.

The Fairland Grain Company, composed of N. E. Williams and F. L. Imel, Fairland, Ind., has disposed of its two elevators at Fairland and London, in Shelby County to John A. McComas of Indianapolis. He takes possession on October 1.

Harry Banks, J. E. Shiveley, Jacob Eikenberry, David Cripe, M. H. Huffman, Floyd Cottermand and G. C. Chumney have filed incorporation papers under the name of the Onward Elevator Company of Onward, Ind. Its capital stock is \$20,000.

Farmers in the vicinity of Windfall, Ind., are contemplating the organization of a concern to operate a grain elevator there. If the company is formed they will either buy one of the elevators already located there or will build a new one.

O. Gandy & Co., Bippus, Ind., awarded their contract to the Burrell Engineering & Construction Company for a modern country elevator of concrete construction to be built there. The plant will be absolutely fireproof and fitted with sheller and cleaner equipment.

## EASTERN

At Camden, N. J., the Westgate Grain Company has been incorporated. Its capital stock amounts to \$250,000.

The Lebanon Valley Grain & Supply Company has been incorporated by L. C. Gillett, G. Mortimer, et al., at New Lebanon, N. Y. Its capital stock amounts to \$5,000.

L. G. Leverien, N. J. Brainhard and E. D. George have incorporated at Brooklyn, N. Y., under the name of the Thomas Morgan Company. The firm will deal in grain, etc., and is capitalized at \$150,000.

Incorporation papers have been filed for the Farmers' Feed & Grain Company of Wilmington, Del. The company will sell and deal in grain, feed, etc., and is capitalized at \$50,000. S. C. Seymour, E. M. MacFarland of Camden, N. J.; K. A. Stein of Sharon Hill, Pa., are interested.

## OHIO AND MICHIGAN

O. H. Clough's elevator at Mechanicsburg, Ohio, has been bought by D. B. Gwinn, of Huntington, W. Va.

A bean and grain elevator has been completed at Kaleva, Mich. The plant will be operated by Harry Dodi of Copemish.

W. H. Allswede has disposed of his grain elevator located at Sanford, Mich., to Chatterton & Son of Mt. Pleasant, Mich.

The mill department of McNaughton & Peabody at Mulliken, Mich., grain elevator operators, is being overhauled and remodeled.

The elevator at Cohoctah, Mich., has been purchased by Joseph Heaton and John Snider. They will operate under the name of Heaton & Snider.

Work has been completed on the construction of a new elevator of the Bad Axe Grain Company replacing the plant at Bad Axe, Mich., which burned.

The Co-operative Elevator Association, of which M. W. Pickett is president, has purchased the elevator at Caledonia, Mich. Possession was given the middle of September.

Allinger & Leilich have sold their elevator at Delphos, Ohio, to the Delphos Equity Society. G. R. Felger is to be manager of the plant. The equity society was just recently organized.

The Snover Grain Company, of Snover, Mich., has taken over the business of the Watertown Grain Company, of Watertown, Mich. Archie M. McAllister and Don McQuerry will manage the business.

An addition is under course of construction to the bean elevator of Chatterton & Son, a Mt. Pleasant, Mich., concern, located at Toledo, Ohio. The extension will be 156x36 feet, of concrete construction

and will cost in the neighborhood of \$15,300. This will enable the firm to clean, sort and prepare for market five carloads of beans daily.

W. A. Bunting, H. H. Hill, James G. Stewart, Jos. Wilby and Nellie B. Arthur have incorporated at Cincinnati, Ohio, to engage in a grain and hay business as the Bunting & Hill Company. Its capital stock is \$10,000.

The Ralph Gray Elevator at Camp Washington, Cincinnati, Ohio, has been purchased by the A. C. Gale Grain Company. Improvements are to be made on the plant, after which it will have a capacity of 75,000 bushels.

C. J. Hommert and wife, Louis Finkenbine, C. F. Hughes and Anna Finkenbine have incorporated at Anna, Shelby County, Ohio, under the name of The Anna Grain Company. Its capital stock amounts to \$30,000.

The Sherman Elevator at Allegan, Mich., has been purchased by Leon Kolvoord. He took possession on September 1. Mr. Kolvoord will use his new piece of property for handling grain and storing feed. He operates a mill at Allegan.

## MINNESOTA AND WISCONSIN

A new grain elevator at Pipestone, Minn., has been purchased by A. B. Arear.

A. M. Gagen has leased the Atlas Elevator at Sanborn, Minn., for this season.

Otto Johnson has purchased the old Truax Elevator at Jasper, Minn., and has put it into operation.

The Atlantic Elevator, located at Brooten, Minn., has been purchased by C. Steinkopf of Fargo, N. D.

H. P. Walker's grain business at Plainfield, Wis., has been taken over by the American Co-operative Society.

Remodeling and repairing was done to the Union Elevator at Minneapolis, Minn., during the month of August.

A large electric motor is being installed in the plant of the Mahnomen Elevator Company at Mahnomen, Minn.

A grain elevator located at Battle Lake, Minn., has been purchased by Martin Jacobson of Minneapolis, Minn.

The elevator and feed mill at Elk River, Minn., owned by O. J. Whitman, has been equipped with electric motors.

Capitalized at \$100,000, the Wisconsin Grain & Cereal Company has been incorporated to operate at Menomonie, Wis.

The Minneapolis Chamber of Commerce Association has announced that the Midway Elevator at Minneapolis is now regular.

Walter Borrell of Minneapolis, Minn., has purchased the plant at Granada, Minn., owned by the Farmers' Elevator Company.

A charter has been granted by the state of Wisconsin to the American Barley Company of South Dakota. They will operate in Wisconsin.

The H. Poehler Company has secured the services of E. J. Strouts, formerly with the Marfield Grain Company of Minneapolis, Minn.

The Farmers' Grain & Stock Company was organized at Canby, Minn., capitalized at \$25,000. T. O'Connor was chosen president of the firm.

New cleaning machinery is being installed in the grain elevator at London, Minn., owned and operated by the Speitz Grain & Coal Company.

The Farmers' Grain Company was recently organized to operate in Hendrum, Minn. The company has purchased the Imperial Elevator.

A grain elevator company composed of farmers has been organized in the vicinity of Villard, Minn. They have purchased the Great Western Elevator.

Elevator No. 2 of the Northwestern Elevator Company at Clara City, Minn., has been sold to the St. Anthony & Dakota Elevator Company.

A new elevator, 50x60 feet, is to be built at Stillwater, Minn., for the Drews Bros. The plant will have a capacity of 60,000 bushels and will cost \$10,000.

The Farmers' Co-operative Grain Company has organized at Ada, Minn. Albert Anderson is president. The concern has purchased the Imperial Elevator.

An addition has been built to the warehouse of the Equity Elevator & Warehouse Company at River Falls, Wis. This will be used for storing farm products and grain.

The Quinn Elevator, situated at Litchfield, Minn., has been purchased by the Equity Society and will be operated under the management of August Nelson of Crosby, N. D.

Construction work on the new elevator at Belleplaine, Minn., has been completed and operations started. This plant replaces the elevator which was burned down last fall.

Incorporation papers have been filed by William Fulton, Paul M. Marshall and C. T. Buchanan under the name of the Buchanan Grain Company to operate a general grain and grain products business



at Shakopee, Minn. The corporation is capitalized at \$50,000. William Fulton is president; Paul M. Marshall, vice-president and treasurer and C. T. Buchanan, secretary.

Interest in the Hubbard & Palmer Company of Magnolia, Minn., has been purchased by J. H. Brown. He will have the entire management of the grain business there.

The business of Louis Erickson at Kasson, Minn., operated by him as the McCutcheon Elevator, has been sold to Christiansen & Muldown. Mr. Erickson will remain in the new proprietors' employ.

The American Society of Equity has leased a site of ground from the Chicago and Northwestern Railway at Denmark, Wis., upon which it proposes to erect a large grain elevator and warehouse.

The elevator and potato warehouse at Copas, Minn., has been leased by the Stillwater Market Association. It has been operated by the Anderson Retail Lumber Company of Copas.

The Atlantic Elevator located at Glenwood, Minn., has been purchased by O. A. Johnson and S. I. Miller, who will operate under the name of the Glenwood Grain & Fuel Company.

An interest in the Wilson Elevator at West Concord, Minn., has been purchased by Chas. Wheeler and the plant will be operated in the future as the Wheeler & Wilson Elevator Company.

The warehouse of the Dodge-Hooker Company at Marathon, Wis., is being remodeled. The north half of the building has been torn down and will be replaced by a modern structure.

Work is completed on the new elevator of the New London Milling Company situated at New London, Minn. The plant will be operated by a new 15-horsepower Fairbanks Oil Engine.

Jerome J. Schelling, Ed. J. Makovsky, Paul F. Schemming and Jos. Oliva, Jr., have incorporated at Caledonia, Wis., under the name of the Ives Warehouse Company. Its capital stock amounts to \$25,000.

Farmers in the neighborhood of Norwood, Minn., are interested in the organization of a company and have leased, it is reported, the Security Elevator. H. C. Franck is president and E. W. Glaeser, secretary and treasurer.

For the purpose of dealing in grain and hay, C. E. Peterson and N. Peterson have filed incorporation papers at Twin Valley, Minn., under the name of the C. E. Peterson Company. The organization is capitalized at \$10,000.

O. D. Christensen is now with the Cereal Grain Company of Minneapolis, Minn. He was formerly with Stair, Christensen & Timmerman. Irving Stair, formerly with the same concern, is now with the Brooks' Elevator Company.

A 20x32-foot feed and flour warehouse together with other improvements have been added to the plant of the State Elevator Company at Hutchinson, Minn., of which Martin Paulson is agent. The alterations will cost about \$2,000.

The Atlantic Elevator at Plummer, Minn., has been purchased by J. O. Carlson and S. I. Miller and will be conducted in the future under the name of the Plummer Grain Company. Mr. Carlson will have charge of operation of plant.

Additional bin room is being installed at the elevator at St. Hilaire, Minn., owned by the Red Lake Falls Milling Company. An electric motor of 10-horsepower is to be installed, taking the place of the gasoline engine.

#### CANADA

Donald McKellar of Alviston, Ont., has sold out to Wm. Hodgins.

The grain elevator at Crosby, Mo., has been purchased by N. C. Schneider.

Gopp & Ellis is a new firm at Wayne, Neb., which will engage in a grain business.

A grain elevator is being built at Kenville, Man., for the Pioneer Elevator Company.

A. McMichael of Melfort, Sask., has sold his business to the Alberta Pacific Grain Company.

A grain elevator, hay and feed mill is to be built at Vancouver, B. C., at a cost of \$70,000.

The Otterburne Farmers Elevator Company, Ltd., was recently incorporated capitalized at \$10,000.

The elevator at Elbing, Kan., is being completely overhauled preparatory to its operation this fall.

An elevator of 33,000 bushels' capacity is to be built at Wilkie, Sask., by R. J. Speers and J. C. Ross.

The International Elevator Company of Winnipeg, Man., has sold out to the Canadian Elevator Company.

The McCallum Grain Company, Ltd., which formerly operated at Regina, Sask., has dissolved as a corporation.

A grain elevator of 30,000 bushels' capacity will be constructed for the Alberta Pacific Grain Company at Provost, Alta.

E. F. Wyman enlisted with the Royal Canadian

Northwest Mounted Police, Siberian Contingent. He was for seven years general superintendent of the Canadian Elevator Company, Winnipeg, Ont.

The Imperial Elevator & Lumber Company, Ltd., of Winnipeg, has disposed of its business to W. S. McLaughlin & Co.

The Jas. Richardson & Sons, Ltd., of Port Arthur, Ont., are building a new grain elevator. The plant is practically completed.

The Johnson Elevator Company's business located at Winnipeg, Man., has been taken over by the Spencer Grain Company.

Incorporation papers have been filed for the Truax Grain Growers' Association, Ltd., of Truax, Sask. Capital stock is \$20,000.

The capital stock of the Saskatchewan Co-operative Elevator Company, Ltd., has been increased from \$2,500,000 to \$3,500,000.

A Saskatchewan charter has been granted the Farmers Hoey Elevator, Ltd., of Hoey, Sask. Its capital stock amounts to \$15,000.

The Woods River Grain Company, Ltd., with head offices at Moose Jaw, Sask., was recently incorporated capitalized with stock of \$20,000.

The Alberta Pacific Grain Company has purchased the business of Terwilliger & Wolfe conducted by the latter at Hatton, Alta.

The business of the Sterling Elevator Company of Moose Jaw, Sask., is now conducted and owned by the Alberta Pacific Grain Company.

The United Grain Growers, Ltd., has taken possession of the property formerly owned and conducted at Hargrave, Man., by A. Knight.

Incorporation papers have been filed for the Campbell Grain & Feed Company, Ltd., of Toronto, Ont. The corporation is capitalized at \$500,000.

The business of the Matheson Grain Company conducted by them at Winnipeg, Man., has been purchased by the Lake of the Woods Milling Company.

#### THE DAKOTAS

The elevator of Kneifel & Zeeveld at McVile, N. D., is being remodeled.

The Farmers' Elevator at Kidder, S. D., is undergoing extensive improvements.

The Powers' Grain Company has purchased the State Elevator located at Blanchard, N. D.

The Walthalla (N. D.) State Elevator has been taken over by the Powers' Elevator Company.

George Bleese is interested in the erection of a grain elevator on his farm at Enderlin, N. D.

Capitalized at \$25,000, the Farmers' Elevator Company has been incorporated at Canton, S. D.

The Columbia Elevator located at Mott, N. D., has been purchased by the Mott Equity Exchange.

The Betts Elevator located at Tripp, S. D., has been purchased by John Guthmueller of Leola, S. D.

C. Boettcher has sold his grain elevator and coal business at Harvey, N. D., to George and Henry Delk.

A modern, up-to-date elevator has been completed at Maddock, N. D., for the Farmers' Elevator Company.

The elevator of John F. Huntington at Clear Lake, S. D., has been leased by him to Coffey & Carlson.

The elevator of N. J. Olsen & Sons at Hobart (mail to Sanborn), N. D., has been opened by H. C. Barber.

An interest in the Atlantic Elevator Company at Nekoma, N. D., has been purchased by Bert Lander of Fairdale.

The elevator, known as the John Deer Elevator, at Chester, S. D., has been sold by P. L. Larsen to I. I. Nelson.

A 15-horsepower oil engine and an automatic dump has been installed in the Equity Elevator at Hutton, S. D.

Ringhorn & Nasen have plans under consideration for the construction of another elevator at Selfridge, N. D.

The interests of J. E. Duncan in the elevator at Litchville, N. D., has been sold to K. M. Ellingson of Kennedy, Minn.

R. Olendinning & Co.'s elevator at Wimbledon, N. D., has been rented by the Equity Co-operative Exchange of St. Paul, Minn.

Farmers around Maida, N. D., have formed an organization for the purpose of erecting and operating a grain elevator.

The Oleson Elevator, located at Gardena, N. D., is to be torn down and material used in an addition to the Northland Elevator.

The Esmond Equity & Trading Company has purchased the elevator of the Great Western Grain Company at Esmond, N. D.

C. A. Bollinger has purchased an elevator at Inkster, N. D. He has for the past two years been in charge of the Cando, (N. D.) elevator owned by the St. Anthony & Dakota Elevator Company.

The plant of the Mt. Vernon Mill & Elevator Company, Mt. Vernon, S. D., has been purchased by A. A. Truax of Mitchell, S. D.

The Concrete (N. D.) elevator of the Farmers Elevator Company of Crystal, N. D., has been sold to another company of farmers.

The Regan & Lyness Elevator at Bowdon, N. D., is undergoing extensive improvements which will cost its owners approximately \$2,000.

The Bremmer Elevator at Bemis, S. D., has been purchased by the recently organized Farmers' Grain & Stock Company. A. Wachtel is manager.

The Hensel (N. D.) elevator of the Hensel State Elevator Company was sold to the Powers Elevator Company. August Wiestock will be manager.

Numerous improvements are to be made to the Farmers' Elevator at Buffalo, N. D. A new engine will be installed and the office building enlarged.

The Bagley Elevator at Hague, N. D., is now the property of John and Joe Buechler. R. Hulm will be in charge as grain buyer for the ensuing year.

The contract has been let by the Farmers' Union Co-operative Association of Yankton, S. D., for the construction of a grain elevator of 35,000 bushels capacity.

A new elevator is being erected on the farm of James Hay near Hampden, N. D. The plant will be of modern construction with a capacity for 6,000 bushels.

The Worthing (S. D.) elevator, owned by William Bradshaw, has been leased by G. M. Brenner. He will conduct this plant in connection with his other elevator.

The plant of the Western Improvement Company at Carson, N. D., has been purchased by the Grant Grain Company. The company is under the management of W. A. Beltz.

Hans Helgeson, John P. Wilson and Wm. Peters have incorporated at Lesterville, S. D., under the name of the Farmers Union Co-operative Company. Its capital stock is \$25,000.

Repairs have been made on the Schumacher Elevator at Courtenay, N. D., recently taken over by Equity Exchange. A new concrete drive way has been put in at the plant.

The Montrose (S. D.) Farmers' Elevator Company has been reorganized into a co-operative concern. The firm was organized in 1899. P. G. Williams is secretary of the company.

Capitalized with stock of \$25,000, the Steele Bros. & Orr Elevator Company has been organized at Meckling, S. D. Lee, A. Steele, John W. Steele and Robert A. Orr are interested.

Farmers around Beach, N. D., are organizing a company to take over the business of the Golden Valley Farmers' Co-operative Company. The latter concern is being dissolved.

The new office building of the Farmers Elevator Company at Valley City, N. D., has been completed. The addition is of brick, 26x26 feet. J. H. S. Thomson is manager of the plant.

The Imperial Elevator Company's elevator at Omamee, N. D., has been purchased by the Farmers' Elevator Company. This gives the farmers' company a storage capacity of 8,000 bushels.

Frank M. Walton and J. Roy Crowley have incorporated at Ellendale, N. D., as the Ellendale Grain & Produce Company. The company will conduct a general grain and coal business.

The Fahrenwalt Elevator at Presho, S. D., has been leased by the Farmers Union. The farmers organization has also purchased the elevator formerly known as the Farmers Elevator.

The Farmers' Equity Elevator Company of Murray (mail Hankinson), N. D., and the Andrews' Grain Company have traded their respective houses. The farmers' new possession has a capacity of 50,000 bushels and is known as the North Elevator.

Construction work on the new Henry & Elrod elevator at Clark, S. D., is practically completed. It is modern and is equipped with machinery facilitating the cleaning and handling of grain.

Incorporation papers have been filed for the Overly Co-operative Elevator Company of Overly, N. D. Warren T. Smith, William Halls, Hans Elkins, all of Bottineau, are interested in the organization which is capitalized with stock of \$25,000.

The Farmers' Co-operative Company and the Havana Elevator Company have purchased from Norman & Johnson their elevator at Havana, N. D., for the consideration of \$5,250. New cleaning machinery has been installed and entire equipment overhauled.

Elevators located in the following North Dakota towns have been leased by the Equity Co-operative Exchange: Fessenden, Sanborn, Christine, Hope, Drake, Courtenay, St. John, Mapes, Lakota, Esmond, Hunter, Wellsburg, Selz, Balfour, Carpio, Wimbledon, Bowdon, Blanchard and Harvey; the plant at Litchfield, Minn., has also been taken over.



## WESTERN

Elmer Eyman is interested in the operation of a bean elevator at Sterling, Colo.

A new grain elevator is being built at Brighton, Colo., for the Equity Union of that town.

A grain elevator of 50,000 bushels' capacity is to be built in the near future at Soda Springs, Idaho.

A new elevator has been completed at Moscow, Idaho, for the Farmers' Union. It has a capacity of 73,000 bushels.

Repairs are being made to the Montana-Dakota Elevator at Scobey, Mont. The plant was damaged by fire early this summer.

Elevators are being built at Connell, Wash., and at Mesa, Emery and Dilling by the Tri-State Terminal Elevator Company.

The Milwaukee Grain & Elevator Company has constructed a grain elevator at Colfax, Wash. The machinery equipment is modern.

The capital stock of the Farmers' Union Warehouse & Supply Company at Grangeville, Idaho, has been increased from \$50,000 to \$100,000.

R. S. McCarl is now with the Pacific Grain Company, Portland, Ore., as assistant manager. He was formerly with the R. S. McCarl Grain Company.

Operations have been started in the new grain elevator at Mabton, Wash. The plant is owned and operated by farmers of that locality who have organized for that purpose.

The Northern Grain & Warehouse Company has purchased the elevator situated at Manitou (Tacoma station), Wash. The firm will buy grain this season.

A grain elevator and an American Marvel Mill is being installed at Malin, Ore. The elevator will have a capacity of 45,000 bushels; the mill a daily output of 25 barrels.

The Balfour-Greely Grain Company of Spokane, Wash., Lewistown and Fort Benton, Mont., has opened offices at Seattle, Wash. Walter Hyde will have charge of this office.

The flour handling department of the Tacoma Grain Company at Tacoma, Wash., is being remodeled and enlarged. The J. J. Ross Mill Furnishing Company has the contract.

Bins and other equipment are being installed in the plant of the White-Dulaney Elevator & Warehouse Company which it purchased from the Jantz Grain Company at Ruff, Wash.

G. M. Hein, G. C. Michael, Casper Welstadt and others have incorporated at Reardan, Wash., as the Gravelle Farmers' Elevator Company. The capital stock of the concern is \$20,000.

The Imperial Elevator at Frazer, Mont., will be conducted by F. J. Tyner of Oswego, on lease. He will operate the plant until his own new elevator is completed and ready for operation.

The elevator of the Pine City (Wash.) Warehouse Company has been taken over by the Milwaukee Elevator Company. The firm will remodel the elevator in time to handle this year's crop.

The Burrell Engineering & Construction Company has been awarded the contract for the construction of a 50,000-bushel concrete and steel elevator at Hudson, Colo., for the owners of the Denver Elevator.

Two circular granaries, with capacity of 2,500 sacks each, are to be built at Merced, Cal., for the Crocker Huffman Land & Water Company. The granaries are to be equipped with automatic loading devices.

An addition is being built to the elevator and other alterations are being made to the buildings of the Farmers' Grain & Produce Company at Waukon, Wash. New machinery equipment is also being added.

Construction work is nearing completion on the 60,000-bushel elevator at Joseph, Ore. The tanks are of monolith concrete reinforced with structural steel. After machinery installation is completed the plant will have a handling capacity of 1,500 bushels per hour.

An application has been filed by the Trinidad Bean & Elevator Company, a Colorado corporation, for permission to operate in the state of New Mexico. The company is capitalized at \$50,000. Rufus Sellers of Mountainair, N. M., is named as local agent.

The Waterville Union Grain Company, of Waterville, Wash., has increased its capital stock from \$26,000 to \$38,000. The company has three elevators under course of construction. One at Waterville of 90,000 bushels' capacity; one at Withrow, of 90,000 bushels, and one at Alstown, with capacity of 30,000 bushels.

Operations have been started in the new elevator recently completed at Astoria, Ore. The plant has a loading capacity of 150,000 bushels daily and is equipped with machinery for cleaning 50,000 and scouring 30,000 bushels daily. The establishment has a storage capacity for 1,250,000 bushels of grain and is operated entirely by electric power.

## ASSOCIATIONS

## ILLINOIS HEADQUARTERS CHANGED

Secretary W. E. Culbertson announces that the office of the Illinois Grain Dealers Association has been moved to Delavan, Ill. During the regime of E. B. Hitchcock the office was at Decatur where it was taken from Urbana, the home of Secretary Strong. The present address will be: Illinois Grain Dealers Association, Delavan, Ill.

## SWEET FEED MANUFACTURERS MEET

John B. Edgar of the Edgar-Morgan Company, Memphis, Tenn., was re-elected president of the Sweet Feed Manufacturers Association, at the annual meeting held at Memphis on August 24.

President Edgar delivered an excellent address on "Co-operation." J. W. Anderson of the Advertising Committee outlined the plans for the coming year, and Ray B. Simpson illustrated how the advertising campaign would be carried out.

The other officers elected were: Tate Pease, of the Pease & Dwyer Company, Memphis, vice-president; F. K. Murphy of the Superior Feed Company, Memphis, treasurer. The Board of Directors consists of: J. W. Anderson, Kornfalfa Feed Milling Company, Kansas City; E. Wilkinson, Western Grain Company, Birmingham, Ala.; J. N. Covington, Rex Mill & Feed Company, Nashville; F. J. Malone, H. L. Halliday Milling Company, Cairo. Secretary L. C. Kavanaugh resigned in order to give his full time to his business and his place will be filled by appointment by the Board of Directors.

## TRAFFIC LEAGUE MEETS

The National Industrial Traffic League held a meeting at Buffalo on Aug. 29-30. Luther Walter, assistant director of the public service and accounting for the Railroad Administration, explained the new rate adjustment rules, showing that under the practice that has been adopted it will be necessary in asking for changes in rates to take them to your local committee.

Freight rate authority applications after being approved by the central committee and referred to Washington are passed upon by the director of public service and accounting as well as the director of traffic.

No committee on which there is not a shipper will have anything whatever to do with determining the measure of a rate or what the rule or regulation shall be.

These committees, from the old regime, are being wiped out. Those having exclusively railroad membership have no further duty to perform than to carry out instructions.

The Demurrage Committee offered its report, in which it recommended that notices of arrival of goods be sent in an envelope instead of on postal card. As drop letters require the same postage as postal cards and are given directory service in case of incomplete address, many delays would be avoided.

The Committee also recommended that the period for filing bunching claims be extended from 15 to 30 days and that this limit be also extended on claims for weather damage. Both recommendations were adopted.

The Freight Claims Committee reported: The attention of your committee has been called to the fact that some carriers are refusing to permit agents to insert on bills of lading the clause reading "Special Damages Will Result From Unreasonable Delay."

Section Three of the uniform bill of lading reads: "No carrier is bound to transport said property by any particular train or vessel, or in time for any particular market, or otherwise than with reasonable dispatch, unless by specific agreement indorsed hereon." and where claims are made for damages on account of an unreasonable delay it is the invariable practice of the carriers to set up the defense that they had no notice that unreasonable delay would cause damage, and in case of court proceedings, the failure to have such an endorsement on the bill of lading renders the recovery of damages impossible.

It is the opinion of your committee that a shipper is entirely within his rights, when making shipments of goods where damage will result from unreasonable delay, to have himself protected by endorsement on bills of lading "Special Damages Will Result From Unreasonable Delay" and that it is the clear duty of carriers to authorize their agents to sign bills of lading with such a notation.

We have suggested to our member who made this complaint that he could protect his interests by preparing a form letter, carrying this special information, and attaching it to the shipping order, but we believe that the question is an important one and that it should be taken up with the director of public service and accounting, with the request that carriers be instructed that it is their duty to sign bills of lading when presented to them with this special notice.

This was referred to Director Prouty. The Claims Committee also reported that settlement of claims, particularly those for over charges, would be subject to new rules which would eliminate the present delays.

On motion of F. B. Montgomery of Chicago, it was voted that Mr. Sangster take up with the Railroad Administration the subject of eliminating rubber stamping bills of lading.

It was stated that the Administration had practically agreed to adopt the following clause in their side track agreement:

The lessor shall be liable for the full measure of loss, damage or injury caused by it or its agents and employees to the property of the lessee, or its assigns. The lessee shall be liable for the full measure of loss, damage or injury caused by it or its employees to any property of the lessor and for all loss, damage or injury sustained by a third party by reason of the operation of the property herein described, except where such damage or injury was occasioned by the negligence of the lessor and its agents or employees.

It was voted that elevators and warehouse should be allowed to enter into an average agreement, and that it should be effective whether cars were consigned to the elevator or to another party.

On motion of Mr. Rhodehouse the League went on record as opposed to the proposed charges on grain held for inspection.

## RAILWAY POLICE ASSOCIATION MEETS

The Chicago Railway Special Agents and Police Association held a meeting on August 29. After hearing from many of the agents in regard to various thefts and the difficulty of properly policing the yards, Judge Bernard P. Barasa spoke briefly about some of the cases that had appeared before him. As many of the thieves were juveniles, it had been recommended that they be put on probation, but it was his experience that the minute they got their freedom they went back to thievery again. He recommended that the Government take the matter in hand and deal out swift, stern justice to a few and then there would be less thievery.

Mr. Waage of New York, of the Property Protection Section of the Railroad Administration, addressed the meeting in part as follows:

In pursuance of the authority vested in the President by the Congress as Commander-in-Chief of the military and naval forces of the United States, by his proclamation, the means of transportation and communication have been taken over by the Government as a war necessity, and are now being controlled and operated, as you are aware, by the President of the United States, and through him Mr. McAdoo as Director-General of Railroads.

You and I as co-workers in the United States Railroad Administration are, therefore, in fact, servants and employees of the United States Government. Our first duty as such is unflinching and steadfast loyalty to the Government and to our superiors.

And so, the first requirement of the President of the United States, our Commander-in-Chief, and of the Director-General of Railroads, to whom he has delegated full authority of railroad operation and control, and to his General Counsel and to his Manager of the Property Protection Section of the United States Railroad Administration is that no man, woman or child in America, at all time, but specially while railroads and railroad property are under Government control, shall cheat, defraud, or steal of the property of the United States, as the same is represented by our transportation system or railroads.

And while our chiefs, as well as you gentlemen, realize that in the past public opinion has been rather lax with reference to its requirement for the enforcement of laws for the protection of railroad property, and that those entrusted with the enforcement of the law and those entrusted with the judicial determination of the law as individual cases came before them, have too often failed in their duty. This situation has taken on a new and wholly different aspect.

Great and good results have already been accomplished by you gentlemen since the Government took control of railroads. Wonderful reforms have been established throughout the country because of the loyalty, the fidelity and service of you gentlemen as chiefs or special agents of railroads in the protection of the property of the railroads. Your work is being appreciated by the President, by the Director-General, by the General Counsel and, chiefly, perhaps, because of his immediate connection with your work, by Mr. Doherty, manager of the Property Protection Section.

Now, I believe that great additional results will soon be obtained with reference to your work here in Chicago. True, our Federal courts are clogged with cases of all kinds; only one Federal Judge has been hearing criminal cases for a long time past, and for more than four months he has been engaged with one case of paramount importance, the I. W. W. case; other judges of this court have been engaged with the numerous other duties in the civil branch, or appellate courts. I have hopes, however, that we shall soon be able to get one judge in the Federal court who will take up all of the criminal violation against railroad property there pending and send all of the guilty crooks, traitors and disloyalists against our Government to the Federal penitentiary where they belong. Charles Clynne, the United States Attorney for this District, and his assistant, are aiding in this work.

I have endeavored to impress upon all of the judges of the various courts with whom I have talked, the necessity of doing a full measure of duty, in this day of our country's trial. It is the duty of every man in America today, private citizen as well as public officials, to exercise the highest degree of devotion and loyalty to the Government, and unless the public official or judge in cases brought before him where guilt is proven, sets a good example by imposing punishment and by rendering swift justice, he is a disloyal official and should be barred from his position.

We realize the situation in our municipal courts, the things you have to contend with there. We know the strength of organized labor, and now know these organizations are frequently protecting criminal employees of railroads seeking to escape punishment.



## COMMUNICATED

## EDUCATING THE PUBLIC

*Editor American Grain Trade:*—There are one or two states in the Union where public sentiment, especially of the farmer, is kept definitely aroused and hostile against elevator men and millers. Any man with common sense knows that an elevator man is no worse than any other sort of a man; only a little inquiry is necessary to disclose the fact that an elevator man has no greater opportunity for doing evil to the people with whom he deals than has the merchant or the small manufacturer. Why then is it possible for the propaganda against elevator men to get any headway anywhere?

There is only one answer. That is that the elevator man meekly takes his medicine. He allows the criticisms to be spread broadcast without an answer; he makes no effort to put his side of the question before the public. Are there not methods of publicity employed in other industries which can answer as well for the grain industry? Certainly.

Suppose a group of elevator men get together say in a state. Suppose they have a writer get up for them a story of how grain is handled, showing particularly the citation in the movement by the elevator men. Suppose this story is published in booklet form—or, if the group wants to go the limit in imitation of men in other industries—publish in page space in the newspapers.

Such a method certainly would get home to the public the position of the elevator man. The time has passed when the publication of an advertisement is evidence of an inclination to be broad. Now-a-days big corporations advertise for the purpose of getting into touch with the public in a personal way; the public reads these advertisements because they are well prepared and because they give interesting facts. Certainly the public would read facts about the elevator business—in a grain growing country—with quite as much avidity as they would read the advertisement of a packing house or of a street car company or of a gas company or of clothing merchants or of laundry owners or of automobile dealers or of a dozen lines of business that have been advertised co-operatively during the past year or so. The longer the demagogues are allowed to go unanswered in their attacks upon elevator men and millers, the deeper will the conviction sink into the minds of the public that the elevator men and millers have nothing to say.

As a matter of fact nearly every elevator man has some friends who believe in him. These friends know that the elevator man is human, that he is honest, that he gives all his customers a square deal. Certainly there is a chance for the elevator man to make more friends. The only way for the elevator man to make friends is to get acquainted with more people, let more people know about you, and about your business.

Yours truly,

B. S. BROWN.

## GRAIN ELEVATOR FIRES

*Editor American Grain Trade:*—We have read with much interest the article which appeared in your August 15 issue written by G. D. Crain, Jr., under the heading of "Preventing Grain Elevator Fires." We agree with Mr. Crain that the ability of the elevator man to get engineering assistance with reference to fire hazards, without paying a handsome price for it, makes him somewhat indifferent to the advice when it is given. Some owners of elevators are also inclined to look upon an inspection as a matter of routine, to be permitted, but given little consideration, as they think the inspector has to report on their risk and find some fault in order to keep in good standing with his company and hold his job and some elevator owners are frank enough to tell the inspector so, fail-

ing to understand that it is even more to their interest to learn the defects in their risks and correct them than it is to the interest of the insurance companies carrying it. Without question it is of vital importance to the grain man to eliminate at least the most serious fire hazard in his risk, and the percentage of fires that have started in elevator heads has lead us to conclude that the choking of an elevator is the chief cause of fire in a grain risk.

In consequence of this alarming hazard we have been working to secure a non-chokable elevator and our efforts have not been in vain.

It is the purpose of this article to inform the owners of elevators that non-chokability can be arranged for, by a very simple and inexpensive alteration of their present elevator legs which at the same time doubles the capacity of the leg. The chief feature of this alteration is the relief chamber, this provision automatically loads each bucket to its maximum capacity with certainty and economy, as the relief chamber keeps all the grain at the lowest point in the boot permitting only the grain contained in the buckets to ascend, it is, of course, necessary to have sufficient power in the elevator drive to carry a full bucket load of the heavy grain such as wheat, rye and corn.

The relief chamber and non-chokable turn-head can be easily attached to any elevator leg already built, the work of making the installation requires very little mechanical skill and can be done by any carpenter and will prove an efficient relief to those who are troubled with chokes and are in danger of fires caused by such chokes but who do not want to go to the expense of installing a complete new stand of elevators.

Now, Mr. Elevator Owner, do "your bit" by stopping the greatest fire hazard in a grain elevator by making your elevators non-chokable.

The devices described here have been tested and approved by the Mutual Insurance Companies. Do not comfort yourself with the assurance that "there is no possibility to my having a fire." Get busy and investigate the merits of the new non-chokable elevator.

Yours truly,

MUTUAL FIRE PREVENTION BUREAU.

## THE RICE CROP

*Editor American Grain Trade:*—The Southern Rice Growers' Association from Texas, California, Arkansas, Louisiana, Georgia, Florida, Alabama and Mississippi, which embraces all the rice-growing territory of the country, says that the crop is in good condition and promises a much larger yield than last year, due partly to an increase of the acreage. One interesting feature of the situation is the big showing which California is beginning to make as a rice-producing state. The total acreage planted to the grain in the United States this season is in excess of 1,000,000 acres, which is the largest in the history of the industry. The acreage by states follows:

Louisiana, 573,108; Texas, 244,103; Arkansas, 167,911; California, Georgia, Florida, Alabama and Mississippi, 8,000; Louisiana, 120,000. This indicates an increase of 15.8 per cent, when compared with the acreage for 1917, which was 961,075. This year the acreage for Louisiana, Arkansas and Texas is 985,122, or 24,047 greater than for the United States in 1917.

A remarkable increase is reported in the number of acres devoted to the Sol Wright varieties of rice, known as Blue Rose, Louisiana Pearl, Early Prolific and Edith, developed on the Wright farm near Crowley, La. A few years ago these rices were little known. This year 76 per cent of the Louisiana, Arkansas and Texas acreage is bearing them. Edith rice was planted in a small way in California in 1917 and yielded splendidly and the acreage was increased this year. Early Prolific is also being culti-

vated in that state now and experiments are being conducted with the other varieties.

Louisiana has an acreage of 573,108. Its 1917 acreage was 500,860. This year's acreage is divided as follows: Honduras, 70,110 acres; Blue Rose, 325,787; Japan, 29,950; Louisiana Pearl, 70,822; Early Prolific, 56,246; Carolina, 8,369; Edith, 11,824. The largest acreage is that of the Rayne-Crowley district, which is 121,985. The Gueydan-Abbeville district is next, with 104,600. Then comes the Jennings district with 64,807, the Welsh district with 47,142, and the Lake Charles district with 45,470. The Mississippi River parishes have an acreage of 66,639.

Texas has an acreage of 244,103. In 1917 it was 224,569. This year's acreage is divided as follows: Honduras, 17,553; Blue Rose, 142,677; Japan, 9,845; Louisiana Pearl, 32,529; Early Prolific, 36,537; Carolina, 1,912; Edith, 3,050. The Beaumont district heads the list with 86,096 acres. The Bay City district is next, with 40,472. The Houston district is third with 36,552.

Arkansas has an acreage of 167,911. In 1917 it was 143,146. This year's acreage is divided as follows: Honduras, 46,041; Blue Rose, 47,579; Japan, 3,307; Louisiana Pearl, 285; Carolina, 44,547; Early Prolific, 25,063; Edith, 1,089. The Stuttgart district leads with 58,604 acres. The De Witt district is next with 39,284 acres, and the Carlisle district follows with 25,819.

The United States acreage is divided as follows: Honduras, 141,704; Blue Rose, 516,043; Japan, 163,102; Louisiana Pearl, 103,636; Early Prolific, 117,846; Carolina, 54,828; Edith, 15,963. Total, 1,113,122 acres.

Yours truly,  
Austin, Texas.

W. D. HORNADAY.

## GRAIN TRADE PATENTS

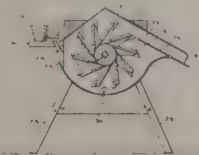
## Bearing Date of July 23, 1918

Portable loader and elevator.—Frank G. Baum, Piedmont, Cal. Filed July 18, 1916. No. 1,273,312.  
Grain separator.—Oscar W. Cropley, Juniata, Neb. Filed November 16, 1914. No. 1,273,462.

## Bearing Date of July 30, 1918

Grain car door.—Fred Theodor Gerdes, Rochester, Ind. Filed December 12, 1917. No. 1,274,159.  
Grain treating machine.—Wilhelm Mauch, Jr., Zeeland, N. D. Filed October 9, 1917. No. 1,274,180. See cut.

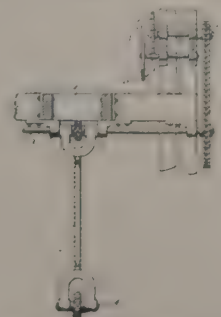
Claim: A machine for treating grain with a liquid, comprising a main body having a curved liquid retaining bottom, means for feeding the grain to be treated upon said bottom, a centrally pivoted feed wheel mounted in said body and provided with scoop-like



blades directed toward a point of delivery and adapted to carry grain over the axis of said wheel, and a delivery board disposed upon one side of the body at the upper portion thereof and projected toward the path of travel of said blades.

Grain dump.—William B. Hauter, Morton, Ill., assignor to A. F. Meyer Manufacturing Company, Morton, Ill., a corporation of Illinois. Filed March 20, 1916. No. 1,273,854. See cut.

Claim: In a grain dump, in combination, a plurality of dump-logs pivoted between their ends, an operating shaft, a plurality of hangers each swingingly mounted at one end of the shaft and having its outer opposite end free, wheels journaled at the opposite ends of the



hangers, endless members supported by the wheels, and means connecting each endless member to the adjacent end of the respective dump-log, said hangers freely swinging at their outer ends to permit easy operation of said dump-logs.

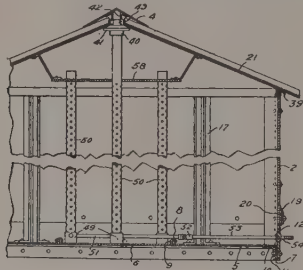


Bearing Date of August 6, 1918

Drier for seed corn.—Henry Bullerdick, Bellevue, Iowa. Filed July 13, 1917. No. 1,274,849.

Grain bin.—George F. Brown, St. Cloud, Minn., assignor to The International Patent Investment Company, Fargo, N. D., a corporation of North Dakota. Filed May 11, 1915. No. 1,275,157. See cut.

Claim: A grain bin provided with a ventilating system comprising a plurality of ventilator receptacles, a common feed device for said receptacles, extending



from the outside of the bin, and a plurality of vertical perforated flues supported within the bin and having each an end positioned in a ventilator receptacle.

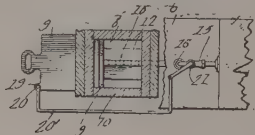
Bearing Date of August 13, 1918

Grain car door.—William P. Ruble and William B. Stevens, Esmond, N. D. Filed February 27, 1917. No. 1,275,477.

Bean cleaner.—John David Carlson, Turlock, Cal. Filed November 5, 1917. No. 1,275,385.

Grain pickling machine.—Elsie Wright, Condon, Ore. Filed March 6, 1916. No. 1,275,819. See cut.

Claim: In a device of the kind described, in combination, a support, a depending grain-receiving chamber arranged below said support, a liquid-receiving tank mounted upon said table and having a faucet extending outwardly from its lowermost portion, a valve carried by said faucet, a horizontally-slidable gate arranged to move transversely of said chamber so as to bar the



inlet of grain therein, a crank carried by said faucet valve, a depending link arm secured to the outer end of said crank, and a connecting rod extending along side of said feed chamber and having its inner end pivotally secured to said link arm and its outer portion extending angularly toward one corner of said gate, and being pivotally secured to said corner of the gate, whereby when said gate is opened said connecting rod is shifted to operate said faucet valve.

## FIRES-CASUALTIES

Colborne, Ont.—The Phillips Feed and Flour Store here was recently destroyed by fire.

Hammond, Wis.—The elevator of A. E. Aldrich burned not long ago. The fire was caused by lightning.

Drake, Ill.—The Hicks Elevator caught fire. The entire roof was burned off before the flames were extinguished.

Weston, Ohio.—Fire caused damages of \$12,000 to the elevator of J. L. Underwood & Son. About 1,000 bushels oats were consumed.

Omaha, Neb.—A small fire occurred in the feed and flour establishment of J. P. Dreith & Son. The fire was of unknown origin.

Columbus, Ind.—H. Griffith's elevator was damaged somewhat when a wall gave way owing to excessive pressure from contents.

Atlanta, Ga.—The building occupied by A. C. Wooley & Co., dealers in grain and hay, was damaged seriously by fire on August 14.

Bearden, Ark.—A loss of \$4,000 was sustained by the Cottonbelt Lumber Company when the feed warehouse owned by it was damaged by fire not long ago.

Fond du Lac, Wis.—The rear of the building occupied by the feed firm, P. F. Boulay & Bros., collapsed not long ago causing a slight loss to the feed dealers.

Cynthiana, Ky.—The grain warehouse of Logan & Haggin collapsed, resulting in the injuring of two men. The plant had been overloaded with oats, it is reported.

Ryan, Iowa.—The elevator here was struck by lightning and set on fire. Prompt work on the part of the fire department saved the plant and its contents.

St. Laurent, Montreal, Que.—Fire damaged the establishment of Odilas Crevier, a grain and hay merchant at 206 Main Street, to the extent of \$820,000. The loss is partially covered by insurance,

The blaze broke out in the hay loft and was of unknown origin.

Bangor, Mich.—Fire destroyed the grain and feed store owned by the Lock Estate and occupied by the M. D. Trim Company. The origin of the fire is unknown.

Sweetwater, Idaho.—Together with 400 sacks grain, the J. Alexander Company's grain warehouse burned. A quantity of empty grain bags were also consumed.

Barnett, Ill.—Fire destroyed the old elevator owned by the Barnett Bros., a Chicago firm. The elevator was partially filled with grain at the time of the fire.

Independence, Iowa.—A loss of \$100,000 partly covered by insurance was suffered by the M. L. Webster Company by fire. The cause of the blaze is unknown.

Tillsonburg, Ont.—Fire destroyed the elevator owned by Fred Kicksee. A carload of corn was also burned. The building and its contents were partly insured.

Lankin, N. D.—Lightning struck the Spaulding Elevator tearing a hole in the roof. The lightning did not set fire to the building and the damage done was not great.

Milwaukee, Wis.—Fire caused serious damage to the warehouse of the B. McCann Company, feed and fuel dealers, on August 13. The blaze is believed to have been of incendiary origin.

Gladstone, N. D.—Fire destroyed the Farmers Elevator together with 400 bushels wheat and a similar quantity of flax. Loss amounted to \$10,000. The farmers will rebuild the plant.

Harvey, N. D.—Fire damaged the elevator of N. Pokes entailing a loss of \$7,000; insurance, \$4,000. The elevator, which was formerly known as the Royal Elevator, has not been in use the past year.

Cragin (Chicago p. o.), Ill.—A fire caused slight damage not long ago to the elevator of the North-

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Continuous and batch discharge  
Ten sizes—all capacities  
Dry anything granular  
New Booklet ready.

**Hess Warming & Ventilating Company**

1210 Tacoma Building, Chicago

For steam heat only  
(see Fuel Administration's  
ruling on fire heated driers).



western Malt & Grain Company here. The fire was due to an exposure fire in an adjoining coal yard.

Muscotah, Kan.—The elevator owned by A. H. Calvert was burned on August 30. The elevator was abandoned when Mr. Calvert's new concrete elevator was finished. The building was not insured.

Marysville, Ohio.—An attempt was made recently to set fire and destroy the elevator of the Spurrice Bros. The fire was discovered and extinguished before much damage was done. The plant was filled with grain at the time.

Letts, Iowa.—A severe windstorm struck the farm of Herbert McCormack and destroyed his grain elevator which was filled with 1,500 bushels of wheat and 2,000 bushels oats. The elevator was insured. About 100 bushels of grain were lost.

Camp Meade, Baltimore, Md.—Lightning struck and set fire to the grain elevator at this camp on August 10. The entire building was completely destroyed. The plant was 100 feet square and was of frame construction.

Minier, Ill.—One side of the Farmers Elevator burst on August 22 spilling about 3,500 bushels wheat. The elevator was built about a year ago and it is believed that faulty construction was to blame.

Adams, Neb.—The elevator belonging to the Central Granaries Company of Lincoln was destroyed by fire which was caused by a spark from a passing freight train. A considerable quantity of grain was also consumed by the flames.

Houston, Neb.—The grain elevator and coal bins here located on the Northwestern Railroad was destroyed by fire on August 20. The plant, which was the property of the Updike Grain Company of Omaha, contained no grain at the time of the fire.

La Fayette, Ill.—Thos. Hoadley lost his elevator here by fire, the origin of which is not known. At the time of the fire there were 9,000 bushels oats and 5,000 bushels corn in the plant. The loss is estimated at \$20,000; partially covered by insurance.

Red Wing, Minn.—Damages amounting to several hundred dollars were incurred when the timbers supporting the grain conveyor gave way causing the north wall of the Elevator "A" of the Red Wing Milling Company to collapse scattering a quantity of wheat on the ground.

Manito, Ill.—Lightning struck and set fire to the Turner-Hudnut Elevator here recently. The plant contained about 20,000 bushels grain at the time, all of which was lost. The elevator was built in 1879 by the Marshall Bros. A. E. Cox was present manager of the plant.

Fergus Falls, Minn.—Fire, started by a spark from a passing train, threatened for a time to destroy the Andrews Grain Elevator. Quick action on the part of the firemen prevented the total destruction of the plant and saved the entire contents of the establishment.

Plankinton, S. D.—Fire broke out in the roof of the Farmers Elevator on September 7 causing serious losses to the owners of the plant. About 20,000 bushels of grain were stored in the plant and practically all of this was damaged by fire and water, it is reported.

Hopkinsville, Ky.—Fire destroyed the elevator and mill of James Cate & Son including about 16,000 bushels wheat, 1,500 bushels corn and some manufactured products. The loss amounted to between \$50,000 and \$60,000. The blaze occurred on September 2. Insurance covers practically the entire loss.

Bradley, S. D.—Either pro-Germans or I. W. W.'s are believed to have been responsible for the attempt to destroy the Scanlan-McKenney Elevator, which was filled to capacity with grain at the time. The blaze was inside the elevator near the grain pit and was extinguished before serious damage could be done.

Bippus, Ind.—The entire plant of the O. Gandy & Co., grain operators, was destroyed by fire on August 23 entailing a loss up in the thousands of dollars. The fire started in the elevator cupola from an unknown source. Several thousand bushels of oats and a considerable amount of wheat were also burned. The plant had a capacity of 35,000 bushels. Loss on contents fully covered by insurance.

ON August 26 the answer of the defendant in the suit of The Michigan Milling Company against the Fenger Grain Company of Cincinnati, Ohio, was filed in the United States District Court. It admits the plaintiff was commissioned to purchase 221 carloads of beans in November, 1914, and that the defendant was unable to meet drafts covering the purchase of 118 carloads although it met the drafts for the remainder. It also claims that the plaintiff was authorized to sell the 118 cars of beans which it did at a profit above commissions and expenses of \$2,052.51. The defendant claims that it is entitled to the profit and the court is asked to dismiss the suit of the plaintiff and award the defendant the amount with interest from May 1, 1915.

## HAY, STRAW AND FEED

A feed store has been opened at Garrison, Texas, by J. D. Wilson & Co.

A feed business is to be opened at Montgomery City, Mo., for Chas. Moore.

Hackney, Kearnes & Lackey Company succeeds the Hackney Feed Company at Knoxville, Tenn.

The feed store of L. E. Dyer at Mt. Vernon, Mo., has been sold by him to Norman and Walter Smith.

Capitalized at \$20,000, the Earlville Fuel & Feed Company has been incorporated at Earlville, N. Y.

W. E. Watson is located in the Radford Building, Colorado, Texas. He conducts a feed and seed business.

The interest of E. B. Jamison in the feed business of Payne & Jamison at Frederick, Okla., has been purchased by his partner.

Harry Winer, Frank S. Carden and others have incorporated at Chattanooga, Tenn., as the Winer Feed Company. Its capital stock totals \$10,000.

The Alexandria Hay & Grain Company, of Alexandria, Va., has built a large plant there. W. S. Hoge, of Washington, D. C., is president of the concern.

F. W. Bauder, W. G. Schuyler and Geo. A. Gros have incorporated at Amsterdam, N. Y., as the Montgomery County Co-operative Hay & Produce Association of Amsterdam.

Capitalized at \$200,000 the Granite City Ice & Fuel Company has been incorporated at Granite City, Ill., to manufacture and deal in feed and building materials.

The Van Leunen Company of Covington, Ky., has built a new hay storage and grain elevator plant there taking the place of the plant which was destroyed by fire several months ago.

Incorporation papers have been filed for Jones, Cross & Palmer, capitalized at \$50,000, to deal in feed, flour and produce at Jamestown, N. Y. E. N. Cross, M. E. Jones and H. K. Palmer are interested.

The Baltimore Chamber of Commerce on September 3 adopted an amendment providing for an increase in the commission rate for handling hay to \$1.50 per ton and for handling straw to \$1 per ton in the Baltimore market.

For the purpose of conducting a feed and flour business, E. A. Fay & Co. were incorporated at Waddington, St. Lawrence County, N. Y., capitalized at \$100,000. R. H. McEwan, Jr., C. J. Spaulding and B. H. Cirdwell are interested.

Incorporation papers have been filed for the Trent Company of Cincinnati, Ohio, capitalized at \$15,000. R. Trent, Frank G. Doyle, H. C. Gang, C. M. Schweigert and Frank Womacks are interested. The company will conduct a wholesale feed and flour business.

### TOLEDO HAY MARKET

By C. E. BRYANT.

The hay market continues strong, but prices are down \$1 from the high point of \$27 reached a week ago. While movement of hay is somewhat larger, dealers say it is light for this season. Raymond P. Lipe, prominent wholesale hay dealer here, reports that the big Government pressing plants will start this week. It is planned to press 100 cars of hay daily, if the stock can be obtained. No. 1 timothy is quoted at \$26 a ton. Jobbers are finding it difficult to meet orders. Both rye and wheat straw are scarce also as farmers have been too active with other affairs to move it to market.

### HAY AT ST. LOUIS

Toberman, Mackey & Co. of St. Louis, Mo., report September 14 as follows:

"All kinds of hay are scarcer on this market today than they have been in the last year. Our market is practically bare of all kinds of hay. The local trade is out of hay. The markets are higher on everything, and it is our idea that we may see a further advance by next week. However, our opinion is that you should not go any higher in

price in the country on this hay, for within the next 15 or 20 days there ought to be a heavier movement of hay; and while we will not see any serious break, we believe prices will react a little.

High-grade clover remains scarce and in demand. Poor clover and poor heavy mixed are about the only bad seller on the market. Alfalfa still scarce. "Prairie strong on good stuff, but medium grades in fair demand only. Straw still scarce and higher."

### HAY STRONG IN NEW YORK

By C. K. TRAFTON.

There has been a decidedly strong undertone in the hay market during the month. Receipts much of the time have been light, and especially by rail, a large part of the hay arriving being by river or canal boats. Much of this hay had been pressed a long time and was in numerous cases badly stained and generally common or inferior. Consequently it was difficult to sell at low figures compared with good to choice descriptions. As often stated in previous reviews, farmers and country shippers make a mistake in sending such poor trash to this or other seaboard markets as practically every large distributor or local dealer is exceedingly reluctant to take inferior or damaged hay as it is rarely saleable to horse-owners anywhere near a profitable basis. Indeed, almost all poor lots seldom bring more than enough to pay freight charges. Because of the facts described, good to choice lots arriving by rail have been in good demand at last month's top prices. In fact, many buyers have frequently advanced their bids from 5 to 10 cents per hundred, but even then they have frequently been unable to obtain ample supplies, largely because the receipts were inadequate. The paucity of supplies has been attributed partly to the scarcity of freight cars, and partly to the fact that farmers have been busy with their regular farm work, including fruit gathering. It was asserted that many farmers were apathetic regarding hay as they were devoting more time and space to wheat, oats and other grain, not only because they were more profitable, but because they were wanted to increase the food supply. In some quarters the strength has been attributed partly to the continued great scarcity of millfeed and prime corn. In other words, it was argued that hay was relatively low considering the great difficulty experienced in obtaining coarse corn meal and millfeeds.

### HAY OUTLOOK AT LOUISVILLE

By A. W. WILLIAMS.

The hay situation has been an exceptionally hard thing to figure out. There is plenty of hay in the country, although straight timothy is a bit scarce, and the bulk of the new hay is clover or clover and timothy mixed. However, old hay is about cleaned up, and new hay has come on the market without any break in prices. The demand is keen, but supplies are short and prices are much higher than they should be considering the season and the good hay crop. However, farmers are busy in the fields or having trouble in securing cars and getting the stock baled, with the result that very little hay or straw is reaching the market. Such supplies as are received are being consumed locally, and the dealers are being forced to turn down orders from Southern and state points.

The shortage of flour orders has resulted in a general shortage of millfeeds. Under the arbitrarily set price of wheat feeds as set by the Food Administration there has been an abnormal demand for millfeeds for feeding stock and pigs. The movement to raise pigs resulted in pigs being generally raised throughout the South. Corn prices went out of sight, so the farmers began feeding pigs and other stock on cheap millfeed. The Food Administration reduced millfeed prices in order to protect the dairyman, and keep milk prices low, but instead of feeds moving to the dairy districts they are now being consumed in local districts and generally by farmers in feeding stock, while the latter sell their high-priced grain at a fancy figure.

### HENRY H. FREEMAN & CO.

Hay, Straw and Grain  
COMMISSION MERCHANTS

Correspondence and Consignments Solicited.  
Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

**ALFALFA**  
We are the Largest Distributors  
of ALFALFA in  
GREATER NEW YORK  
Shippers who have Alfalfa Hay to dispose of, if they will  
communicate with us we will provide a satisfactory outlet.  
**ALFALFA**  
A W. D. Power & Co., 12-15 N. Y. Hay Exchange  
NEW YORK



## FIELD SEEDS

Capitalized at \$300,000, N. B. Kenney & Son have incorporated at LeRoy, N. Y.

A brick warehouse is to be constructed for the Zellers Seed Company at Jefferson, Iowa.

A new bag filling machine has been installed in the plant of the J. W. Jung Seed Company, of Randolph, Wis.

Chas. D. Ross, formerly connected with the Ross Seed Company of Louisville, Ky., is in training at Great Lakes, Ill.

The capital stock of the Mangelsdorf Seed Company at Atchison, Kan., has been increased to \$500,000.

The Troutman Implement & Seed Company of Owensboro, Ky., is succeeded by the Birk & Price Company.

The business of the Schooler Seed Company of Elk City, Okla., has been sold by Jack Carpenter to Tom Fulton.

A large seed cleaner has been installed in the plant of the Abrams Grain, Feed & Seed Company of Tekonsha, Mich.

The capital stock of the G. H. Hunkel Company, seed dealers of Milwaukee, Wis., has been increased from \$10 000 to \$25,000.

E. J. Gookins has become a partner in the Harris Seed Company of Austin, Texas. He and Walter Birch will operate together.

R. J. Gunson & Co., of Rochester, N. Y., are succeeded by the Gardner Seed Company in which G. L. Gardner is interested.

The Gray & Smith Milling Company operating at Fredericksburg, Ohio, has made plans to handle field seeds in addition to its other business.

Samuel R. Chambers, Kirby Chambers and Mary

C. Gaut have incorporated at Louisville, Ky., as the Chambers Seed Company. Its capital stock amounts to \$50,000.

Willard F. Manthey is in training at Charleston, S. C., in the Naval Aviation Training Station. He was connected with the Manthey's Seed Store at Cincinnati, Ohio.

A three-story and basement warehouse is to be built at Sioux City, Iowa, by the Wertz Bird & Seed Company. The warehouse will be 50x125 feet with an annex 30x50.

H. I. Davey has disposed of his interests in the seed business at Staples, Minn., to W. A. Spurrier, Jr., & Co., of Pine River, Minn. He is now associated with this concern.

Robt. W. Pommer, David I. Bushnell and W. M. Jackson have incorporated at St. Louis, Mo., under the name of the D. I. Bushnell Seed Company. Its capital stock is \$500,000.

The retail seed business has been entered at Greenville, S. C., by J. L. Bryson under the name of the Bryson Seed House. He will handle a general line of seeds and supplies.

The building occupied by the Adams Seed Company at Decorah, Iowa, is to be enlarged and numerous improvements to be made on it. The contract for the alterations has been let.

Incorporation papers have been filed at Dallas, Texas, as the David Hardie Seed Company by R. L. Meredith, J. H. Meredith and A. J. Biggio. Its capital stock amounts to \$20,000.

J. L. Peppard underwent an operation for appendicitis and late reports state that he is progressing favorably. He is connected with the J. G. Peppard Seed Company, Kansas City, Mo.

The Almont, Mich., concerns, Frank Bishop & Son, dealers in hay, feed, seeds, coal, etc., and F. W. Ring, a grain and bean dealer, have been consolidated and after September 1 will engage in business as Bishop & Ring.

A four-story building at 814-816 N. Broadway, St. Louis, Mo., has been leased by the American Seed Company of Ft. Worth, Texas. The firm opened its St. Louis branch in 1917 and the increasing business necessitated the new floor space.

A new warehouse has been completed at Greeley, Colo., for the Balcom Seed Company. This gives the company two warehouses with a total floor space of 18,000 square feet. Two bean cleaners and a hand picking room with capacity of from 30,000 to 40,000 pounds of beans have been installed.

## Grain and Seeds

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

## L.TEWELES SEED CO. MILWAUKEE, WIS.

*Red, White and Alsike Clover  
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

## A. W. SCHISLER SEED CO.

LET US KNOW YOUR WANTS IN  
FIELD AND GARDEN SEEDS

Office: 704-6-8-10 North 4th St.

ST. LOUIS, MO.

Track Warehouse: S. W. Cor. Collins and Biddle

WE BUY AND SELL

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St. Louis, Mo.

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all Varieties of  
Grass and Field  
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## KELLOGG SEED CO.

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**CLOVER, TIMOTHY  
:: GRASS, SEEDS ::**

Please Figure with Us, when you wish to Buy or Sell

## White Clover Orchard Grass

Tall Meadow Oat Grass  
Rye Grass

WM. G. SCARLETT & Co.  
BALTIMORE, MD.

REGISTERED BRANDS



## MINNEAPOLIS SEED CO. WHOLESALE FIELD SEEDS

HARDY NORTHERN GROWN SEEDS  
OUR SPECIALTY

BUYERS, RECLEANERS, SELLERS

ASK OUR BIDS BEFORE SELLING  
WRITE OR WIRE FOR SAMPLES AND PRICES

TIMOTHY, CLOVERS, MILLETS  
GRASSES, FORAGE SEEDS, SEED GRAINS,  
PEAS, BEANS AND SCREENINGS.

P. O. ADDRESS: LOCK DRAWER 1546  
OFFICES: 3444 RAILROAD AVE. SO.  
SEED ELEVATOR & WAREHOUSES: 34TH TO 35TH STS. & R. R. AVE. SO.  
GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.  
MINNEAPOLIS, MINN.



September 15, 1918

Matthias Breckheimer, of the Breckheimer Brewing Company of Madison, Wis., has organized the Breckheimer Seed Company. An elevator and office will be opened in the brewing plant after numerous alterations have been made on the building proper.

A building at Lindsborg, Kan., has been leased by the Lindsborg Seed & Hardware Company. The firm will make numerous alterations on the building after which it will move its seed business there. The hardware end of the business will be conducted at its present site.

A 25x95-foot store building, of brick construction, has been completed at Burley, Idaho, for the Pioneer Seed & Grain Company. The basement is of concrete and will be used for storing seed. The store is fitted with modern appliances and is up-to-date in every respect.

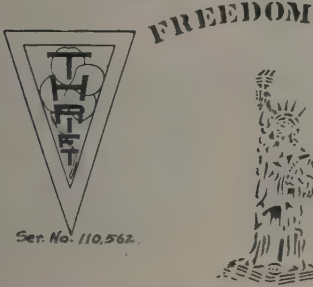
The Alexander Seed Company has been reorganized at Augusta, Ga., and is under the management of Warren R. Jones and Alex C. Hattaway. The company was formed originally in 1873 and has done both a mail order and local business. The warehouses, store and office have all undergone numerous alterations including the installation of modern cleaning machinery, electric motors, seed cleaners, bean hulling machinery, corn shellers and graders.

#### NEW SEED TRADEMARKS

During the month of July and August the following new seed trademarks were published in the *Official Gazette* of the United States Patent Office: "Radium" field, garden and flower seeds. John A. Salzer Seed Company, La Crosse, Wis. Filed June 7, 1918. Published July 23. Serial No. 111,422. "Bonanza" field, flower and garden seeds. John A.

**RADIUM**

Ser. No. 111,422.



Ser. No. 110,562.

Ser. No. 109,360.

**BONANZA**

Ser. No. 111,423.

Salzer Seed Company, La Crosse, Wis. Filed June 7, 1918. Published July 23. Serial No. 111,423. "Freedom" grass and field seeds. H. W. Doughten, New York, N. Y. Filed March 4, 1918. Published August 6. Serial No. 109,360. "Thrift" alfalfa seed, clover seed, timothy seed and grass seed. Crabbs Reynolds Taylor Company, Inc., Crawfordsville, Ind. Filed April 30, 1918. Published August 13. Serial No. 110,562.

#### GERMINATION OF CRIMSON CLOVER SEED

There are probably more failures in obtaining stands of crimson clover than of any other forage plant commonly grown in the United States, writes Edgar Brown, associated with the Bureau of Plant Industry. Crimson clover is especially susceptible to unfavorable weather and soil conditions, both at the time of seeding and immediately afterward. The stored seed loses its vitality more quickly than other seeds and as a result the crimson clover seed offered on the market, frequently contains an unusual proportion of dead seed. On account of the difficulty of getting a stand under the best conditions, it is important to know before seeding what proportion of any particular lot of seed may be expected to grow under favorable conditions so that the rate of seeding may be adjusted accordingly.

In former years most of the crimson clover seed used in this country was imported from Europe, and it is safe to say that all of the seed imported after December 1, as well as some of the seed that is imported earlier, is available for use the next season. Since December 1, 1917, 628,000 pounds have been imported, something less than one-third the amount imported in the corresponding period a year ago. The domestic production, however, has increased to such an extent that the amount of seed available for use this year will probably not be far from that which was available last year. Some of the imported seed as well as some of the domestic seed is of poor quality on account of low germination. It is, therefore, especially important that purchasers should know what part of the seed they are using can be expected to germinate.

## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### ELEVATOR FOR RENT

Grain elevator from 400,000 to 700,000 bushels' capacity with power plant, dry kilns of good capacity and cleaning equipment, for rent. Located in city of Chicago, 20 minutes from the loop. Could be used for either salvage or good grain. Reasonable rental. If interested, communicate at once with ELEVATOR, Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

### MACHINERY

#### FOR SALE

Assortment of second-hand machinery consisting of rolls, cleaners, reels, shafting, etc., including Barnard & Leas Three-High Corn Mill, used very little. MANEY EXPORT COMPANY, Oklahoma City, Okla.

#### SCALES FOR SALE

Four, 6 and 8-ton second-hand wagon scales, thoroughly overhauled and refitted.

New 4, 5, 6, 10 and 15-ton wagon scales, also dormant hopper and warehouse scales. Write for prices, stating requirements. STANDARD SCALE CO., 165 North May St., Chicago, Ill.

### BAGS

#### FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

#### Second-Hand Bags Our Specialty

—AT YOUR SERVICE—

#### Universal Bag & Burlap Co. BAGS AND BURLAPS

630 West Lake Street

Chicago, U. S. A.

## MILLING KINKS

THE latest book

for grain elevator operators and millers. Just off the press and ready for delivery. A companion book to the Book of Wrinkles. Contains 169 illustrated devices assembled and classified for ready reference.

PRICE, \$1.00  
Postpaid

**MITCHELL BROS.  
PUBLISHING CO.**

431 S. Dearborn St.  
Chicago, Illinois

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

### WANTED

Position as erecting engineer in reinforced concrete, wood or masonry; can design and read plans. Would like to connect with good firm in elevator and mill construction. Fifteen years in business for myself. G. W. WETZEL, Box 59, Macomb, Ill.

### WE RENT, SELL OR EXCHANGE

ELECTRIC MOTORS AND DYNAMOS. Belting, pulleys, hangers in stock. SCOTT BROTHERS ELECTRIC COMPANY, 34 Macomb Street, Detroit, Mich.

### HELP WANTED

#### WANTED

Capable field seed man for office and road work. One above the draft age. FIELD SEED, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

## THE SYKES COMPANY

930 West 19th Place, Chicago

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June	4.17	Sept.	4.20	Dec.	4.23
W. S. S. WORTH \$5.00 JANUARY 1, 1923					



## OBITUARY

**BAGLEY.**—On August 21 at New Orleans, Geo. C. Bagley, president of the Bagley Elevator Company of Minneapolis, Minn., died suddenly. Mr. Bagley was 66 years old and had been connected with the Minneapolis grain trade for a great many years. He was a member of the Chamber of Commerce and was interested in several other grain firms in that city. He had been visiting New Orleans when he was stricken. His widow and one son survive.

**EARLEY.**—W. Erban Earley, who until recently conducted a grain elevator at Madison Mills, Ohio, committed suicide by throwing himself under the wheels of a fast moving train. It is thought that Mr. Earley was mentally deranged. His widow and son survive him.

**GRAVES.**—Nat. S. Graves died at the age of 59 years, at his home in Memphis, Tenn. He was for many years secretary of the Merchants' Exchange of that market. His widow, two daughters and a stepson survive him.

**GRIFFITHS.**—Richard H. Griffiths died during August at Avon by the Sea, N. J., at the age of 63 years. Mr. Griffiths was for 30 years grain inspector for the New York Produce Exchange.

**JONES.**—Apoplexy caused the sudden death of William E. Jones, a pioneer feed and grain dealer of Ottumwa, Iowa. Mr. Jones was 75 years old at the time of his decease. In 1880 he became interested in the feed business and for 25 years dealt extensively in feed, grain and flour. He is survived by his widow and two children.

**LAUCK.**—On August 8, B. F. Lauck at the age

of 79 years died at his home in Bucyrus, Ohio. He was a retired grain merchant of that town. Mr. Lauck was a veteran of the Civil War.

**MAST.**—After a year's illness, Chas. M. Mast died at his Minneapolis Minn., home on August 18. Mr. Mast was formerly engaged in the grain business at Osage, Iowa. His widow, two sons and a daughter survive him.

**McMILLAN.**—After a short illness from typhoid fever, Arthur T. McMillan died at his home in Mulhall, Okla., on August 22. Mr. McMillan in 1889 moved to Oklahoma taking up a land claim. Later on he engaged in the grain business there.

**MENZEL.**—Hugo Menzel, well known in the New York Produce Exchange circles, died not long ago at the age of 79 years.

**PIERCE.**—Diabetes caused the decease of Clarence S. Pierce, a prominent grain dealer of Union City, Ohio. He was 48 years old at the time of his death. Mr. Pierce was the owner of two elevators in Union City operated as the Pierce Elevator Company and of another elevator in Harrisville, and a grist mill in Hartford City, Ind.

**TITLEY.**—Geo. E. Titley, one of the members of the Chicago Board of Trade, died at his home recently.

**WILD.**—Sergeant Denver Wild died in Paris, France, after a year of service abroad. Sergeant Wild was the son of Jos. Wild of E. W. Wagner & Co., of Chicago. He formerly served three years in the Seventh Illinois Infantry and then enlisted in the old First Calvary seeing duty on the border. He was connected with the grain firm of Simons,

Day & Co., of Chicago, when he enlisted at the outbreak of the war.

**PICKER.**—Erich Picker of the well-known St. Louis grain firm, Picker & Beardsley, died suddenly after being stricken with heart disease on Septem-



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ber 8. Mr. Picker was 67 years old and had been engaged in the grain business for nearly 40 years. He was one of the oldest members of the Merchants' Exchange.

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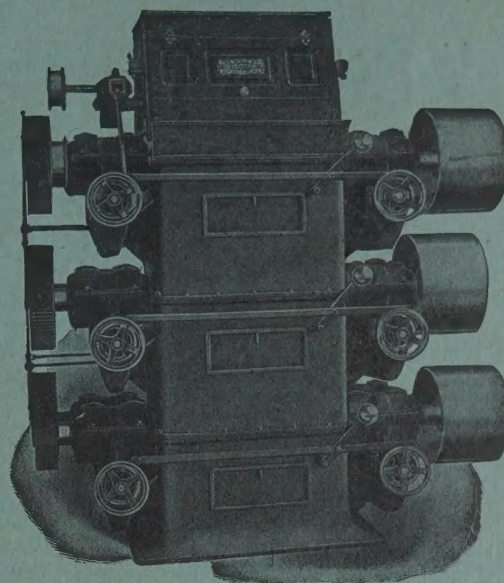
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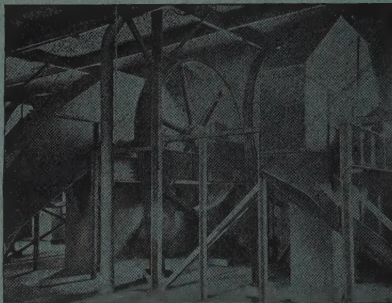
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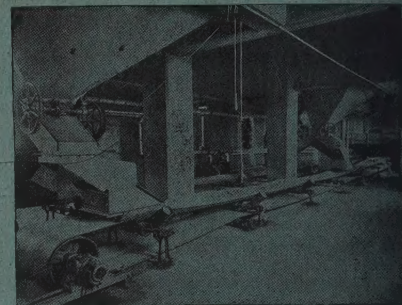
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